Mr. Shown

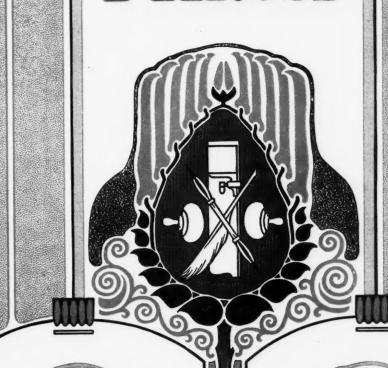
J.U.N.E ⊢1910⊣

3080808

Inland Printer VOLUMEXIV NUMBER-3

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PRINTED IN TWO COLORS.

The Man Who Knows

3/2

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5/2

5/2

Ullman's Inks
Usually knows enough
To buy them.
This advertisement
Is meant for those
Who need
Doubletone Inks and
Ullmanines,
But don't know it.

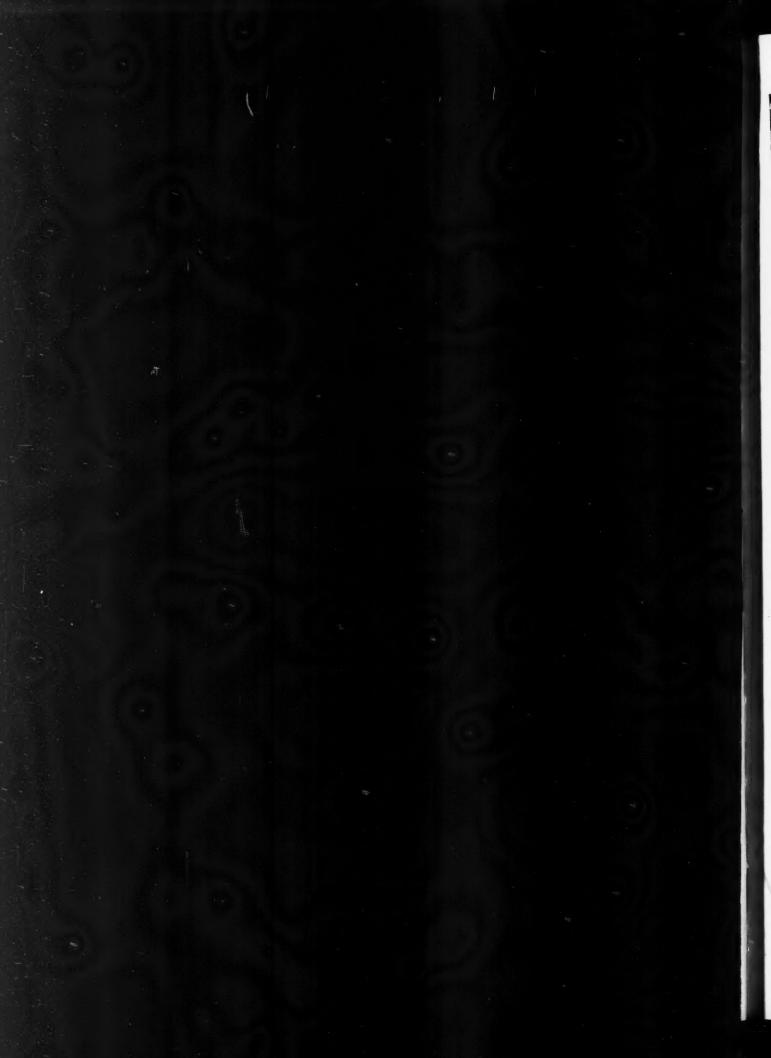
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Sigmund Ullman Co.

NEW YORK CHICAGO PHILADELPHIA CINCINNATI







Catalog d by its Cover.

The advertiser thoroughly appreciates this. He, therefore, judges the printer by his ability to produce new, striking and original covers.

Selecting paper for producing such covers is an easy task with our samples at hand. We offer a comprehensive assortment of staple and novel cover papers which, from the standpoint of practicability, is the most interesting at your command.

We can convince you, if you will write us, that J. W. BUTLER PAPER COMPANY should be the source of your cover paper supply,

212-218 MONROE STREET CHICAGO.

DISTRIBUTORS OF "BUTLER BRANDS"

Milwaukee, Wis.
Kansas City, Mo.
Dallas. Texas
Houston, Texas
San Francisco, Cal.
Los Angeles, Cal.
Oakland, Cal.
Central Michigan Paper Co.,

Mutual Paper Co.
American Type Founders Co.
American Type Founders Co.
National Paper & Type Co. (expert only)
National Paper & Type Co.
Grand Rapids, Mich.

Seattle, Wash.
Spokane, Wash.
Vancouver, B. C.
New York City
City of Mexico. Mex.
City of Monterey, Mex.
Havana, Cuba

allo allo allo allo allo





Knowlton Brothers

Founded in 1808

Our most unusual cover effects stocked by the following houses:

Lasher & Lathrop New York, N. Y.
Riegel & Co., Inc Philadelphia, Pa.
A. Storrs & Bement Co Boston, Mass.
R. L. Greene Paper Co Providence, R. I.
F. N. McDonald & Co Baltimore, Md.
Hudson Valley Paper Co Albany, N.Y.
Alling & Cory Co Rochester, N.Y.
Alling & Cory Co Buffalo, N.Y.
Alling & Cory Co Pittsburg, Pa.
J. & F. B. Garrett Co Syracuse, N.Y.
Megargee Brothers Scranton, Pa.
Donaldson Paper Co Harrisburg, Pa.
R. P. Andrews Paper Co. Washington, D. C.
Richmond Paper Mfg. Co Richmond, Va.
Union Paper & Twine Co. Cleveland, Ohio
Whitaker Paper Co Cincinnati, Ohio
James White Paper Co Chicago, Ill.
Carpenter Paper Co Des Moines, Iowa

Standard Paper Co Milwaukee, Wis.
John Leslie Paper Co Minneapolis, Minn.
Graham Paper Co St. Louis, Mo.
Graham Paper Co Nashville, Tenn.
Graham Paper Co New Orleans, La.
Tennessee Paper Co Memphis, Tenn.
Carpenter Paper Co Omaha, Neb.
Carpenter Paper Co Des Moines, Iowa
Kansas City Paper House, . Kansas City, Mo.
Peters Paper Co Denver, Colo.
West-Cullom Paper Co Dallas, Tex.
Blake, Moffit & Towne . San Francisco, Cal.
Blake, Moffit & Towne Los Angeles, Cal.
Blake, McFall Co Portland, Ore.
American Paper Co Seattle, Wash.
Spokane Paper & Stationery Co., Spokane, Wash.
W. V. Dawson & Co Montreal, P. Q.
Schmidt & Ziegler Manila, P. I.

Ask for Samples.

Knowlton Brothers

Incorporated

WATERTOWN, N.Y., U.S.A.



A suggestion to PRINTERS and STATIONERS to prove appreciation of the high quality of

"Famed For Its Excellence"

BROTHER JONATHAN

BOND

The next time you talk to a customer regarding Stationery, just show him

a sheet of "BROTHER JONATHAN BOND"; ask him to write on it, tear it, crumple it, and note the satisfied expression on his face; he does not have to be a paper expert, or need a magnifying glass, or even vocal persuasion, to determine that "BROTHER JONATHAN BOND" is the finest paper in all respects for fine impressive business stationery.

¶ You know that it is inexpensive; that its recognized high quality will be maintained. You know, or will know after investigating, that we are offering you a splendid proposition and hope to have your co-operation. We recommend that you put in a supply of this paper if you haven't done so already. Samples, plain or demonstrative, will be gladly sent on request. We are here to serve you.

ADDRESS DIVISION 1



J. W. BUTLER PAPER Co., CHICAGO

Established 1844

TRADE DIRECTORY FOR MACHINERY AND SUPPLIES PRINTERS, LITHOGRAPHERS, METAL DECORATORS

BRONZE POWDERS
THE FUCHS & LANG MFG. CO
THE FUCHS & LANG MFG. CO
BRONZING MACHINES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
COATING MACHINES FOR METAL THE FUCHS & LANG MFG. CO
COLORTYPE INKS
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
DUSTING MACHINES
THE FUCHS & LANG MFG. CO
THE FUCHS & LANG MFG. CO
ENGRAVERS' PROVING INK
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
GOLD INK THE FUCHS & LANG MFG. CO
GRAINING MACHINES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
INK MILLS
THE FUCHS & LANG MFG. CO
THE FUCHS & LANG MFG. CO
LACQUERING MACHINES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
LICHTDRUCK INK
THE FUCHS & LANG MFG. CO
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
LITHOGRAPHIC INKS
THE FUCHS & LANG MFG. CO
LITHOGRAPHIC RULING MACHINES THE FUCHS & LANG MFG. CO
LITHOGRAPHIC STONE
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
THE FUCHS & LANG MFG. CO
METAL DECORATING PRESSES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
METAL DUSTING MACHINES
THE FUCHS & LANG MFG. CO
OFFSET BLANKETS, SUPPLIES AND INK THE FUCHS & LANG MFG. CO
OFFSET PRESSES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
PRINTERS' VARNISHES THE FUCHS & LANG MFG. CO
PRINTING INKS
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
ROUGHING MACHINES
THE FUCHS & LANG MFG. CO
THE FUCHS & LANG MFG. CO
RUBBER TRANSFER CYLINDER HAND PRESSES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
THE FUCHS & LANG MFG. CO
STIPPLING MACHINES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston
TIN LITHO PRESSES
THE FUCHS & LANG MFG. CO New York, Chicago, Phila., Boston

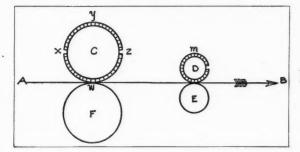
AN INVENTION THAT

Doubles the Product

OF NEWSPAPER ROTARY PRESSES, PLATE FOR PLATE

The Duplex Tubular-Plate Machine

The Principle Explained



It Is Exceedingly Simple

Let C represent the ordinary plate cylinder, about fifteen inches in diameter, in a rotary newspaper press, and F the impression cylinder co-acting therewith, and D, E, the corresponding plate and impression cylinders in the Duplex Tubular Plate Press, each being one-half the diameter of C and F. Let A-B represent a web of paper being printed upon, moving in the direction indicated by the arrow. Let x y z and x w z represent the two semi-cylindrical plates attached to the cylinder C, and m the tubular plate, of same superficial area as that of each of the semi-cylindrical plates, attached to the Cylinder D. It is evident that when the Cylinder C has revolved once the **two** plates upon it will have printed two pages, but in the same time the Cylinder D will have revolved twice and the **one** plate upon it will have printed two pages; that is, the one tubular plate, **revolving at the same peripheral speed,** will have produced **just double the work** of each of the semi-cylindrical plates.

This relation will be the same in any press carrying any number of plates. Each tubular plate is printing all the time; each semi-cylindrical plate is printing only half the time and, therefore, doing only half the work. It will thus be seen that the substitution of tubular or cylindrical plates for semi-cylindrical plates will double the efficiency of the hundreds of thousands of newspaper stereotype plates in daily use throughout the world.

Still further: Because of its form, the tubular plate may be made at least 25 per cent thinner than the semi-cylindrical plate and, therefore, it much more than doubles the efficiency of every pound of stereo-type metal used in the newspaper offices of the world, or, in other words, much less than one-half of the amount now used will be necessary.

The Tubular-Plate Press is no untried experiment—is no enthusiast's impracticable dream. It is not a remote possibility. It is already here, and it is here to stay. It has been patented in all the principal countries of the world. The first one was put into operation in the pressroom of the Kalamazoo Evening Press in Kalamazoo, Mich., February 9, 1909, and has printed every issue of that paper from that date until now. Nearly twenty are now

in daily use. The demand for it is already overtaxing the capacity of our large works and promises soon to be far beyond it.

Like all great inventions, that of the Tubular-Plate is in the direction of simplicity. The Tubular-Plate Press is far more simple than its predecessors, less severe on the web, less liable to disorders and delays and much more cheaply operated. It is straight run throughout, tapeless, requires no half-speed mechanism for any number of pages, no collecting, no associating, delivers all products with book fold and at the same rate of speed, will print with equal facility any even number of pages up to the full capacity of the machine. The plate cylinders, being comparatively small, are cast solid, and the impression cylinders nearly so, thus insuring great rigidity. As is well known, the smaller the cylinder the sharper the impression and the better the print. The plates for this press may be as quickly made as for any other press, and as quickly put upon the cylinder, and because of their form and comparative lightness, are much more easily handled.

If interested, investigate the press in operation. It tells its own story.

WRITE FOR ILLUSTRATIONS OF THE COMPLETE MACHINE

The Duplex Printing Press Co. Battle Creek, Michigan

LONDON ADDRESS: Linotype and Machinery Limited, 188 Fleet Street, E. C.

Reliable Printers' Rollers

Sam'l Bingham's Son Mfg. Co.

CHICAGO

316-318 South Canal Street

PITTSBURG

First Avenue and Ross Street

ST. LOUIS
514-516 Clark Avenue

KANSAS CITY

ATLANTA

52-54 So. Forsyth Street

INDIANAPOLIS

151-153 Kentucky Avenue

DALLAS

MILWAUKEE

MINNEAPOLIS
719-721 Fourth St., So.

DES MOINE

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

Babcock Pony Optimus Babcock Pony Optimus

"Our eight (Pony) Optimus presses are at times kept busy on tissue paper, which they usually handle at 1960 per hour. We replaced all other machines with yours."

There are two sizes of the Optimus Pony, and four of

each are here referred to. They print 23 by 29 and 24 by 36 sheets, respectively. Their manufacture is specialized; the men and tools employed work on no other presses. This exclusiveness secures superior value. Excellence and fitness make them the most popular of pony tworevolutions. Though two-roller presses, they are capable of rivalling, and do successfully rival, much work done

CYME BARRETT PHY INC. CALLS AT CO.

Pony Optimus, Feeder's Side

on heavier machines with so-called greater distribution. Practically the Pony Optimus is a big Optimus made small. There is the same simple and speedy ball and socket driving-mechanism-a perfect, rotary, primary motion, reversing the bed by a faultless crank action, and so precise in its operation that no Optimus possessing it has ever been out of register between bed and cylinder; the same relative strength under impression, making it positively the most rigid of small presses; the well-known and effective Optimus printed side up front sheet delivery, of especial value on small work, where sheets of any size or stock are handled without loss of time for readjustments, and as accurately jogged as in the original packages; the direct-acting eccentric cylinder lift, free from rods, springs and complications; air springs, with plungers readily adjusted without use of tool; back-up mechanism; trip, and an exceptionally neat

and convenient arrangement for attaching electric motor. The only notable difference from the big machines is in handling the ink on the table. Here there is plain angle-roller distribution, and nothing else is better on a small machine. The table rollers are small, and easily put in motion by the plate; the rider rollers with which they are provided prevent spinning, increase the inking surface and

improve distribution. The vibrator on the three-inch form rollers is geared, and carries two composition riders when needed. For breaking, distributing and carrying ink this arrangement is particularly thorough and effective, and gives

the Pony Optimus an inking capacity beyond the average.

This, combined with its strength, is the reason why this small machine has printed as fine work as can be done on any press. Some users handsomely print two pages of a sevencolumn folio newspaper on the No. 4, which fact will give some idea of its rigidity.

No. 3, bed 26 by 32, has two tracks, both of the roller type, and runs

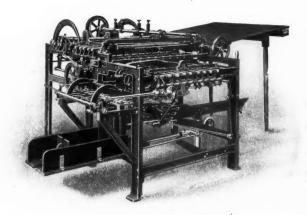
easily and quietly at 3000 an hour. No. 4, bed 27 by 39, has four tracks, two of the roller type and two wheel tracks, readily adjusted for taking up wear, and is guaranteed at 2800. Each is supplied with safety gripper mechanism; positive slider mechanism; back-up; trip; jogger; counter; slitter; overhead steam fixtures, or arranged for belt attached electric motor; one set composition rollers; one extra set roller stocks; wrenches; oil cans; hard packing; and is boxed and delivered f.o.b. cars at factory. Belts are not included, nor is any wiring done.

The Pony Optimus has been made and sold for nearly twenty years. The first of the line is still in active and profitable operation. The present press is a great advance on the first, and even better than that of a short time ago; for improvement has been continuous. Fast, strong, quiet, accurate in register, handy, it is the money-maker of the pressroom. It offers economy in production, as necessary in printing as in any other line of manufacture.

The Pony Optimus has demonstrated its worth. It is up to the minute. It does not give trouble, nor does it seem to wear out. Satisfaction in its use is not a matter merely promised; for if the machine is properly handled the satisfaction is guaranteed unhesitatingly.

Babcock Optimus Pony

SET IN AUTHORS ROMAN



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs.

Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

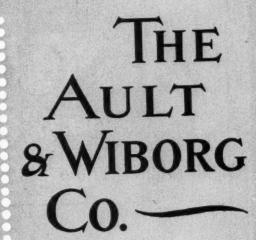
Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

Made by

Brown Folding Machine Company

Erie, Pennsylvania



MANUFACTURERS OF

LIETTTERPRESS

AND

LITTHIC GRAPHIC

PRINTING



CINCINNATI NEW YORK CHICAGO ST. LOUIS BUFFALO PHILADELPHIA MINNEAPOLIS SAN FRANCISCO TORONTO HAVANA CITYOF MEXICO BUENOS AIRES PARIS

ZINCOLOGY

"All about Zinc Plates"

That's what our booklet "ZINCOLOGY" tells

¶ It explains in detail the process of Printing from Zinc Plates, gives numerous useful formulas, etc.

¶ Write for a copy.

¶ We have recently installed a ZINC PLATE DEPARTMENT and are now ready to furnish the trade with Zinc Plates in any size and any style grain, at 15c. per square foot, grained.

THE AULT & WIBORG COMPANY

CINCINNATI, OHIO

New York : Chicago : St. Louis : Buffalo : Philadelphia San Francisco : Minneapolis : Toronto, Canada : Havana, Cuba City of Mexico, D. F. : Buenos Aires, S. A. : Paris, France : London, E. C., Eng. ALL sizes of matrices from 5 pt. to 11 pt., inclusive,

ALL sizes of bodies from 5 pt. to 14 pt., inclusive,

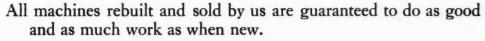
ALL measures from 5 ems Pica to 30 ems Pica, inclusive,

Can be used in the

Two-Letter Rebuilt Model 1 Lin

Model 1 Linotype Machines

SOLD BY THIS COMPANY



New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, \$2,000.00.

Machines ready to ship. Write for terms.

Gutenberg Machine Company

President and General Manadas

545-547-549 Wabash Ave., CHICAGO, ILL.

New Model No. 3 Smyth

Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

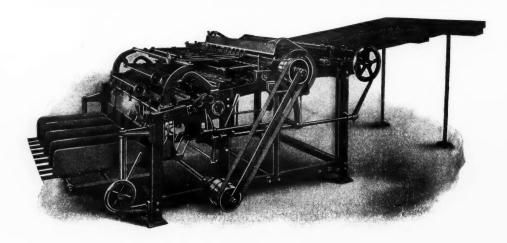
E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK



THE CHAMBERS Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

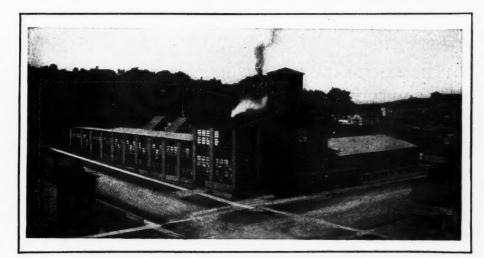
Sharp, accurate folding guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa. Chicago Office: :: 524 West Jackson Boulevard

The Chinese Government

sent Dr. Chin Tao out last year to investigate the best machinery and appliances to equip the new plant China is just establishing at Peking for making her paper money. After an expert and careful comparison of the world's various makes, Oswego Cutting Machinery was selected in connection with other appliances. This appreciation of the conscientious effort of over a third of a century on cutting machines exclusively, nothing but cutting machines, constantly endeavoring to improve them (and succeeding), is a source of congratulation to Oswego Machine Works.



There are ninety sizes and styles of Oswego and Brown & Carver and Ontario Cutters made at Oswego as a specialty. Each Oswego-made Cutter, from the little sixteen-inch Oswego Bench up to the large seven-ton Brown & Carver Automatic Cutter, has at least three points of excellence on Oswego Cutters only.

It will give us pleasure to receive your request for our New Book No. 8, containing valuable information. Won't you give us that pleasure?

OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

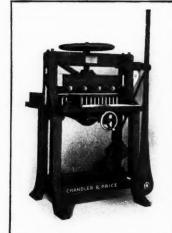
Main Office and Works, OSWEGO, N.Y.

NEW YORK BRANCH, 150 Nassau Street W. S. TIMMIS, MANAGER CHICAGO BRANCH, 241 Monadnock Block J. M. IVES, MANAGER

Built for Business

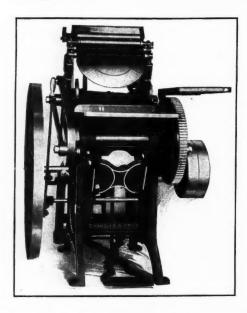
ONE'S first impression of a Chandler & Price Paper Cutter, or a Chandler & Price Job Press is that they are built for business. Simple in appearance, without frills of any kind, they are substantial in design.

¶ In the case of the Lever Paper



Cutter shown herewith, the Side Frames, the Bed and the Bottom

Braces—all are heavy and reinforced, guaranteeing ample metal to withstand heavy cuts without springing.



¶ The purchaser of one of these cutters we know will be satisfied. Our reputation is back of every machine we manufacture.

¶ A new catalogue, which describes our Paper Cutters and Presses also, will be furnished upon request.

The Chandler & Price Co. CLEVELAND OHIO, U.S.A.

Micro-Ground. Coes Micro-Ground. Coes

ESTABLISHED 1830



To the Trade:

Micro-Ground. Com Micro-Ground. Com Micro-Ground. Com Micro-Ground. Com Micro-Ground. Com Micro-Ground.

We beg to announce a NEW



which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list at no advance in price.

Following our established habit of raising quality to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.

WORCESTER, MASSACHUSETTS.

Micro-Ground. Com Micro-Ground. Com Micro-Ground. Com Micro-Ground. Com Micro-Ground.

NEW YORK OFFICE - G. V. ALLEN, 21 Murray Street Phone, 6366 Barclay

First to use Micrometer in Knife work .							1890
First to absolutely refuse to join the Trust							1893
First to use special steels for paper work							1894
First to use a special package							1901
First to print and sell by a "printed in fig.					*****		1904
First to make first-class Knives, any kind		•			1990	to	1905

COES is Always Best!

-Ground, com Micro-Ground. com Micro-Ground,



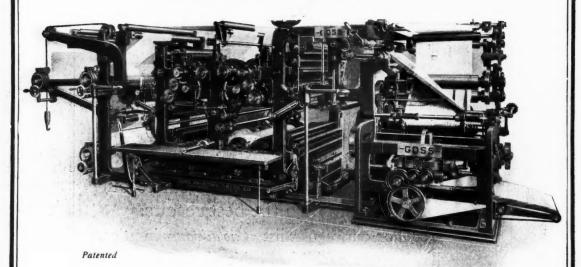
GOSS



The "Goss Acme Straightline," No. 3 D The GREATEST "Little Press" Ever Made.

The GOSS Company has again succeeded in helping the newspapers. Here is the press for the medium papers.

Just what they need and ought to have.



THE GOSS PATENTED "ACME STRAIGHTLINE" TWO-DECK PRESS, No. 3 D.

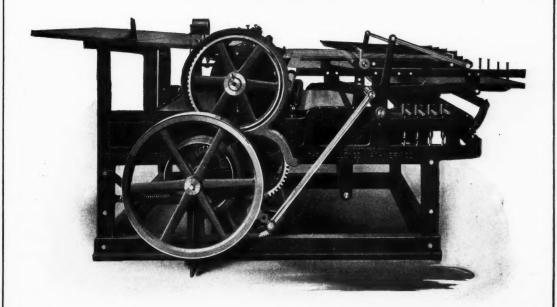
Capacity - 15,000 per Hour, 4, 6, 8, 10, 12, 14 or 16 page papers.

All products in book form. Prints from standard stereotype plates, same as used on all large presses. No web of paper passes twice through one pair printing cylinders. No product made with more than one two-page supplement sheet. No accelerating tapes for speeding-up the supplement pages after they are cut. This press has only four printing couples to accomplish what other presses require eight printing couples, or the wasting of two pages of white paper for each product.

PATENTED AND MANUFACTURED BY

THE GOSS PRINTING PRESS CO.

CHICAGO — Main Office and Factory, 16th Street and Ashland Ave. LONDON — 90 Fleet Street. NEW YORK CITY — Metropolitan Bldg., 1 Madison Avenue.



Medium-Priced Efficiency

A FEW FACTS BOILED DOWN

Impressional Strength—The frame, bed and cylinder are heavy, well-supported and absolutely unyielding under the most severe impression strain. Weight has been placed wherever strength is a requisite and eliminated where weight reduction is essential.

Bed Motion—The bed is driven by a cut steel rack and reversed with a true crank motion. There are only two bearings between the bed and cylinder which insures absolute unity of motion and—a perfect register. The vibration is slight, the move

Feed Guides—The feed guides move forward in perfect unison with the sheet after the grippers close, insuring perfect register at all speeds.

Ink Distribution—Rack and Cam and Table Distribution. Two three-inch form rollers clear the form at each end of stroke. Four two-inch distributing rollers, set parallel to the table, are vibrated in pairs. The fountain is easily accessible and can be adjusted while press is in motion.

Sheet Delivery—Printed-side-up (carrier) or printed-side-down (fly) delivery furnished at the option of the purchaser. Jogger is furnished with each press.

Conveniences—Trip, air-spring release, easily adjusted feed-guides, removable shoo-fly, convenient tympan clamp, reel rods, etc.

Sizes—No. 2, 25 x 33 inches; No. 3, 26 x 38 inches; No. 4, 29 x 42 inches. ITHERTO purchasers of medium-priced printing-presses have been content with the drum cylinder—good enough for the money, it may be, but certainly not possessing the essentials necessary to the commercial production of that class of work styled "quality printing."

II. The Stonemetz Two-Revolution, Two-Roller Cylinder Press is MEDIUM-PRICED, and differing from other medium-priced presses, it is EFFICIENT in every sense of the word—will produce the better class of printing. This is made possible only by the substitution of simplicity for complications in its design and construction—tried and proven mechanical principles, fully developed to a point hitherto seen only in what are known as the "high-priced" two-revolution presses.

(I) Rigid, unyielding impression, perfect register, splendid ink distribution and a guaranteed speed of two thousand impressions per hour are features that can not fail to favorably impress the prudent printer who is on the lookout for a reliable, medium-priced press.

C. Read over the adjoining table of specifications. Write us to-day for complete descriptive matter, terms, samples of work and testimonials from users. It is really your duty to investigate the Stonemetz.



The Challenge Machinery Company

Salesroom and Warehouse 194-196 Fifth Ave., Chicago Grand Haven, Mich., U.S.A.

An abiding faith in Seybold Machinery



The Seybold Machine Company. 310 Dearborn Street,

In reply to your favor of the 23rd inst., beg to say that we are using, three 64", one 74", one 50", and one 48" Automatic Cutters, one 82" Knife Grinder, one Die Press, and one Round Corner Cutter, all of the Sevhold make.

That we are satisfied, is borne out by the fact that since installing your first cutter, about IO years ago, we have had no occasion to look for any other make. They handle all our work very satisfactorily, including the

The Grinder, Die Press and Corner Cutter are giving entire satisfaction. We would be pleased to have you refer to us about the above mentioned machines, if necessary.

Wishing you a Happy and Prosperous New Year

we are.

Yours very truly,

F. H. M. C.

Mr. User:

In your opinion do you consider it possible to earn this complete confidence, unless the machines furnished were up to the required standard, met fully the tests, both ordinary and extreme. to which they were subjected, and that they were and are all we claimed for them—and unless contracts were properly and satisfactorily executed and promises fulfilled?

Let us remove every shred of doubt by sending our little booklet, "Testimony." It deals with facts.

In addition to many most desirable features for obtaining absolutely accurate work — facilitating and increasing output—the 20th Century Cutting Machine has the Seybold Patented Safety Locking Device, which positively holds the knife at its highest point when the clutch is released - irrespective of any misadjustment that may prevail. No such device is to be found on Cutters of other makes.

THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

-Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: NEW YORK, 70 Duane Street; CHICAGO, 310 Dearborn Street. AGENCIES: J. H. SCHROETER & BRO., Atlanta, Ga.; J. L. MORRISON CO., TOTONTO, Ont.; TORONTO TYPE FOUNDRY CO., LTD., Winnipeg, Man.; KEYSTONE TYPE FOUNDRY OF CALIFORNIA, 638 Mission Street, San Francisco, Cal.

Latham MONITOR Machines

Our Perforators have specially hardened steel die plates, inserted in a heavy bed plate, and steel-tempered, handmade needles, which are in perfect line with the center of the side rods. A direct drive insures perfect register and a clean-cut hole. Foot or power—20 to 30 inches.





Our Paging and Numbering Machine is built for speed, convenience and perfect work, with dustproof heads and an inking arm which is rigid, thus insuring a perfect distribution of ink. Fewest springs. Cone bearings and lever movement take up all lost motion. Foot or power.

EVERYTHING FOR THE UP-TO-DATE BINDERY Wire Stitchers—Punches—Embossers—Standing Presses

LATHAM MACHINERY CO.

CHICAGO, 306-312 Canal St. BOSTON, 220 Devonshire St. NEW YORK, . . . 8 Reade St.

Electros from Halftones

OR the past year we have been showing by actual demonstration that we have something new in electrotyping—that our electros from halftones are as sharp and deep as the halftones—that our electros of catalog pages containing halftones will print as well as to insert the original cuts in the plates.

These demonstrations have secured for us the accounts of some of the best printers in the U. S. The way we do it is by a method of our own, evolved by us, and used exclusively by us. Let us show you that the best electrotypes the world has ever seen are made by the



407-427 Dearborn St.

CHICAGO

The Evidence is Yours for the Asking

We also make designs, drawings, halftones, zinc etchings, wood and wax engravings, but-we do no printing.



CINCINNATI CHICAGO KANSAS CITY, MO.

BOSTON PHILADELPHIA MINNEAPOLIS

The Printing Trade

can profitably utilize some of the prestige which Old Hampshire Bond has gained through our publicity advertising work.

By merely calling the attention of your customer to

OLD HAMPSHIRE BOND

when you receive an order for business stationery, you will find that you are mentioning "the paper your customers know."

We have given active and helpful co-operation to a large number of printers; perhaps we can help you, if you will write us.

Hampshire Paper Company

We are the only paper makers in the world making Bond Paper exclusively South Hadley Falls, Mass.



Let Others Tell The Story



MODEL 27A

here shown, is type-high and designed to be locked in the chase with the form or used separately to print numbers only. It is simply constructed -nothing to get out of gear

-yet built to stand the hardest use
you can put it to. The frame is made you can put true. The frame's made of a tongh nickel-bronze metal that possesses extraordinary durability. The working parts are made of a highly tempered carbon steel. The figures engraved on best-quality steel wheels are practically indestructible. The machine is automatic and number from to some matic and numbers from 1 to 99,999 consecutively. Size 1½x15/16 inches. Price. \$8.00.

" Your-Money-Back-If-You-Want-It."

YHEN you buy Numbering Machines you want the best, of course. You simply cannot afford to take any chances with inferior machines. One mistake—a single slip—may mean the spoiling of an entire job and a loss of many dollars to you.

But how are you to determine which is the best machine with half a dozen or more concerns asking you to buy. There are two ways, first—by trying out all of the machines, a rather expensive method; second—profiting by the experience of others. Just read below what some of the biggest users of numbering machines in the country have to say about the subject, then write us for a free copy of our new book on Typographic Numbering, Dating, Perforating and Scoring Machines. This book is the most complete of its kind ever published and will give you a lot of information and data that we know will interest you.

Write us to-day.

W fate to to-cay.

We have been using your Typographic Numbering
Machines for several years, and the fact that we have
constantly increased the number to use to such anytent that we are perhaps one of the most extensive
users of Typographic Numbering Machines in the
world, is sufficient evidence of the satisfactory service
your machines have given.

We are pleased with the machines built to order
for us, and find they are satisfactory in accomplishing
the work for which they are designed.

Niagara Falls, N. Y. Yours very truly

The Carter-Crume Company, Ltd.

We have a number of your Typographic Numbering Machines in constant use and they are giving the best of satisfaction. We consider your machines superior to those of any of your competitors and we know whereof we speak, as we have tried them all very thoroughly. For our work we would rather have one Battes than five of any of the others.

696-710 Jamaica Avenue

Philadelphia, Pa.

J. C. Early

In connection with your Typographic Numbering Machines, we take pleasure in advising that these machines have been very satisfactory and have caused practically no trouble whatever.

By competitors but they have caused considerable trouble and annoyance and we were compelled to discard them.

Our several experiences with other machines forced us to decide that the Bates was the most satisfactory means the propose. Yours very truly,

International Tax Company.

Yours very truly.

International Tag Company.

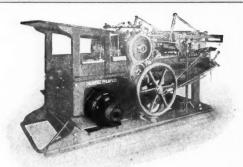
A large number of Typographic Numbering Machines of your make have been in constant use in our plant here for a number of years and have given entire satisfaction in every particular.

We have experimented at different times with machines of other manufacturers and they have not come by the consider your machines superior in every respect to all others and we would not think of using any other than the Bates.

sect to all others and we would have the heates.
Philadelphia, Pa. C. Fell Manufacturing Co.

The Bates Machine Company BROOKLYN, N. Y.

Equal to a Cost System for Saving Money



You will save money by installing Individual Motor Drive in your plant.

This system cuts down operating expenses. We are experts in this work and build printing - press motors that are highly efficient and reliable.

WRITE FOR OUR PRINTERS' GUIDE.

THE TRIUMPH ELECTRIC CO. CINCINNATI, OHIO

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street BROOKLYN, N. Y. =



"Hoole" Check **End-Name** Printing Machine

A Job of 500 End-Names can be set up and run off on the "HOOLE" Check End-Name Printing Machine at a cost of nine cents, and the work will equal that of the printing-press. Let us refer you to concerns who are getting the above results.

- Manufacturers of

End-Name, Numbering, Paging and **Bookbinders' Machinery and Finishing** Tools of all kinds.



Strathmore Talks

[No. 10]

- ¶ How many times have you had an engraved-appearing card handed you and then immediately, either consciously or not, rubbed your thumb over it to find if you were being bluffed? How many times have you done it?
- ¶ Did you ever think that this bluffing business was attempted in advertising literature and stationery? And don't you know when the bluff is called that the fellow who does the calling doesn't think as much of the goods as he did before?
- ¶ It doesn't pay to try to bluff or use the "Just as good" in advertising. If you use good paper there is no come-back. Your printing shows you are sincere and your goods will get the benefit of it.
- ¶ The "STRATHMORE QUALITY" Writing, Book and Cover Papers are the stocks we have in mind. They are the stocks that put the printer in right with his customer and the customer with his customer. And there's bigger money in it for both.

STRATHMORE PARCHMENT for Stationery.

Strathmore Japan Alexandra Japan Old Stratford Book Strathmore Deckle Edge Old Stratford Parchment Cover Old Cloister Cover Rhododendron Cover Rhododendron Folding Bristols

See the "STRATHMORE QUALITY" Books.

MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills MITTINEAGUE, MASS., U.S.A.

milton's COMPOSING-ROOM FURNITURE * * * * MODERNIZED * * * *

has revolutionized thousands of composing-rooms and helped to put those establishments on a profit-earning basis. There yet exists several other thousands of printing establishments equipped with antiquated furniture. To the proprietor of every such office we want to put this question:

What would a saving of 40 per cent in floor space and a large saving in labor mean to you?

If you doubt that such remarkable results can be accomplished, read the testimonial on this page and many others we have shown, and be convinced that this is a vital question pertaining to YOUR business.



THE HAMILTON MANUFACTURING COMPANY:

Gentlemen,—Since installing your new Stands, Stone, Tables and Sort and Galley Cabinets, we find they are great labor-savers, being so built that employees do not conflict with each other at any time. Then, too, they are compact, saving about 40 per cent space, which is an item in all large composing-rooms.

The Stands are as near dustproof as can possibly be made, and are, therefore, protectors of the delicate face of the tweet of great extent.

face of the types to a great extent.

Being well built and neat in appearance, they are a big improvement over the old-style composing-room GEO. E. GEISTWEIT, Supt. Composing-room, WM. GREEN, Very truly,

> A word to us or to your nearest supply house will bring an expert to your establishment who will show you what can be accomplished in YOUR plant. It will be up to us to show you possible results.
>
> If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accommore than thirty representative plants.

We are interested	"Composite plished in a
in the ques-	prished in i
tion of Modern- ized Furniture and	
we would like to have your representative show	
us a floor plan of our comping-room as you would re	008-
it, with a view to our insta	alling such
furniture as you can show be paid for in the savi	

Name	
Street and No	
City	.State

Have you a copy of "Composing-room Economy"?

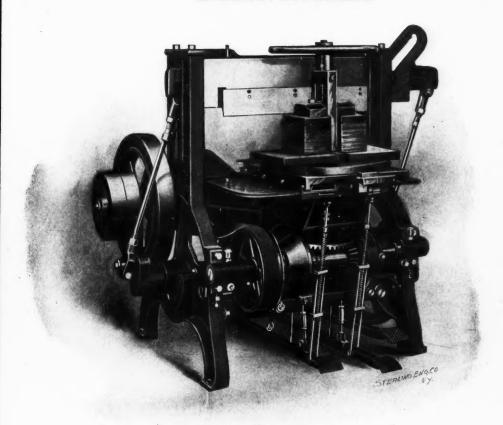
THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS. Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

SHERIDAN'S AUTOMATIC CLAMP BOOK TRIMMER



Write for Particulars, Prices and Terms

T. W. & C. B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK 56 Duane Street CHICAGO 149 Franklin Street LONDON 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines Parkside Casing-in Machine

Write for Circulars and Descriptive Matter



Our new Jobbing Folder No. 190. Fills the bill for over 75% of all jobbing folding.





Sheet-feed Rotary press with Cross Feeder. Feeding guaranteed up to 3000 per hour.





Double 16 Folder and Dexter-Feeder. The standard machine for ordinary book work.

Dexter Folder Company



New York Chicago Philadelphia

Boston Buffalo

San Francisco



Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

London

Paris

Cape Town

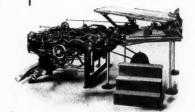
Melbourne

Buenos Aires

From Corner to Corner

Cross machines and climb the stairs of success. Dexter Folders and Cutters and Cross and Dexter Feeders are daily feeding, folding and cutting millions of sheets in the best equipped plants all over the world. You will get better work and more of it. Dexter machines are an insurance against loss of product, and assurance of better profits. The service is unapproached.





Quadruple Folder and Cross Feeder. The money maker on long run work.





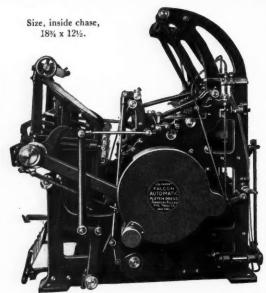
Offset Press with Dexter Feeder. Feeding from 3,000 to 5,000 per hour according to register desired.



Dexter Cutters.
The strongest,
simplest and
most efficient



THE PAYROLL Halcon Automatic Platen Press



Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.

Feeds from the top of the pile. Speed up to 3,500 per hour.

Prints from flat forms.

No expert required.

Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary handfed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

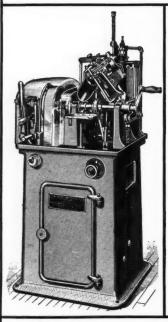
Auto Falcon & Waite Die Press Co., Ltd. RAND-McNally Building, 160 Adams St. CHICAGO, ILLINOIS

SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO. -

Eastern Selling Agent
S. P. PALMER - - - - - 346 Broadway, New York

FACTORY AT DOVER, N. H. Pacific Coast Agents
GEO. RICE & SONS, 350 Los Angeles St., Los Angeles, CAL.

WHAT IS A REAL SORT CASTER



321-323 NORTH SHELDON STREET

The Nuernberger-Rettig—Why?

Because—All type cast is uniform in Height, Line and Body, and can be used as Sorts regardless of when it was cast.

WHAT WE CLAIM WE DO

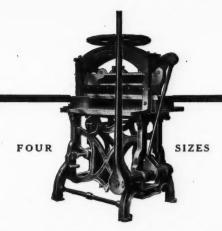
CAST

TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, BORDERS, QUOTATION OUADS.

ENDORSED BY MERGENTHALER LINOTYPE COMPANY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY

- CHICAGO



THE PEERLESS-GEM LEVER PAPER CUTTERS

are manufactured from the very best metals and built by thoroughly efficient labor; nothing overlooked in their construction to carry out the long-established principle of creating a cutter for the printer, having as an object longevity of service and perfect operation.

We do not take a back seat for any competitor when it comes to Quality and Service.

The very fact that present users reorder, and will have no other, is conclusive evidence of the satisfaction to be had in the use of our PEERLESS-GEM CUTTERS.

An interesting illustrated catalogue will be promptly mailed upon request.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES.

PEERLESS PRINTING PRESS CO., 70 Jackson Street, PALMYRA, N.Y., U.S.A.

Largest Manufacturers of BOXBOARD in the World



The use of **United Products** The Only Way

United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS

OF EVERY DESCRIPTION

THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD, ICE-CREAM AND OYSTER-PAIL BOARDS LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

EXCLUSIVE SALES OFFICES AND WAREHOUSES

BOSTON STRAWBOARD CO. - - - 46 Federal St., Boston, Mass.
MANHATTAN STRAWBOARD CO. - 141 Wooster St., New York City
MANUFACTURERS STRAWBOARD CO., - 6 Sherman St., Chicago, Ill.
UNITED BOXBOARD CO., 32 N. St. Paul St., Rochester, N. Y.



Boston Wire Stitcher



hink It Over

Nearly 2,000 prominent printers and binders have bought Boston Wire Stitchers during the past six years; not on our say so that Bostons are the most efficient, but because experience with them or investigation among users have proven Bostons to be the Wire Stitchers that yield the most profit. Why not make your bindery more profitable by using a BOSTON?

American Type Founders Co.

General Selling Agent

Good materials are a big essential to an efficient art department. And the first important requisite among good materials is the use of the best Drawing Papers and Boards.

Strathmore

Drawing Papers and Boards

because of their perfect working surfaces, keep the artist's mind concentrated on the work in hand and not divided between that work and the work of overcoming the imperfections in an inferior surface. From the amount of time saved in this way, you'll find Strathmore a real money-saver - and from

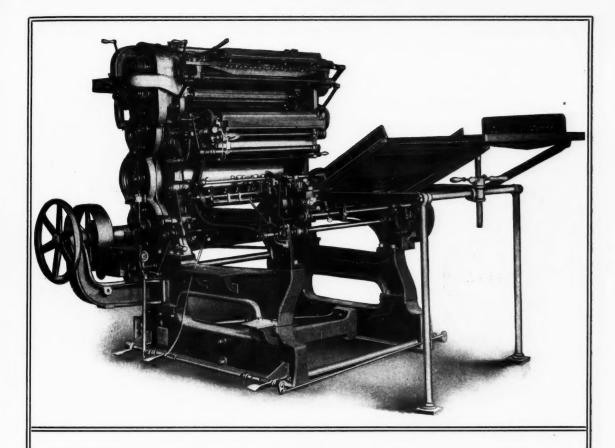
the difference in the quality of your art department's work, an actual money-maker for you. In other words, it gives the same tone to your art department, as our Strathmore Parchment, the finest bond paper known, gives to your business department. Your dealer has the sample-book - or write us for it.

MITTINEAGUE PAPER COMPANY

"Strathmore Quality" Mills MITTINEAGUE, MASS., U.S.A.







THE PRINTER'S DICTIONARY-Continued.

- IMPRESSIONS. An uncertain condition of the human mind, very likely due to the approach of Halley's comet. Lithographically speaking, that result of a printing-machine which materially affects the bank account many impressions resulting in much money.
- JUSTICE..... An inhabitant of the rural sections whose uneasy self-importance results in the downfall of the motorist who exceeds a speed of fifty miles an hour. When applied to a printing-office, the condition of mind which influences you to buy the speediest offset press on the market THE HARRIS.
- KICK...... One of the weapons of warfare successfully handled by a mule with an unruly disposition. A foreign word to the owner of a Harris Offset Press.
- LAKE...... Place of refuge largely sought after by the man who buys his first offset press, unless the Harris is ordered.
- MONEY...... A coveted commodity with which a printer will be bountifully supplied if he will but discard methods of manufacturing his product used twenty years ago and adopt present and future day principles in his plant by the purchase of a Harris Offset Press.
- NOW....... The psychological moment when you should get busy with your stenographer and write us a letter asking for full information regarding the Harris Automatic Rotary Offset Lithograph Press, and its adaptability to your particular business. You will not be committing yourself in any way by so doing. We will deem it a pleasure to have you write us. NOW is the time to act.

(To be continued)

THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE Manhattan Building NILES, OHIO

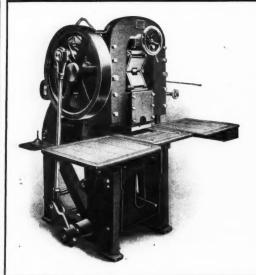
NEW YORK OFFICE 1579 Fulton Hudson Terminal Building



This identical cut has been run 13 successive issues of "The Inland Printer" (200,000) with a Patent Metallic Overlay.

ompare with previous issues for condition of cut.

The Carver Automatic Die Press



Is unexcelled for quantity or quality of production, economy of operation, adaptability for variety of work, and longevity of service. Will stamp in the center of 18 x 20 inch sheet. A hair-line register is guaranteed. From 30 to 60 lbs. wiping paper practical for such purpose is used. The simplicity of our ink mixing and grinding fountain makes it the easiest and quickest for cleaning and changing colors. The rollers run at different speeds, giving a grinding or scraping action.

NOTICE.—This feature is protected by patents.

We make the following sizes: $4\frac{1}{2} \times 9$, $3\frac{1}{2} \times 8$, $2\frac{1}{2} \times 8$, $2\frac{1}{2} \times 4$ inches.

C. R. Carver Company

N. W. Cor. Twentieth and Clearfield Streets PHILADELPHIA, PA.

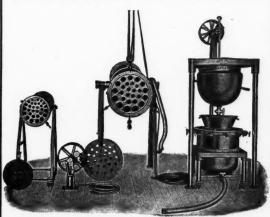
CANADIAN AGENTS:
MILLER & RICHARD, Toronto and Winnipeg.

EXPORT AGENT, EXCEPT CANADA:
PARSONS TRADING CO., Sydney, Mexico City and New York.

Full Equipments of the Latest and Most Improved

ROLLER-MAKING MACHINERY FURNISHED

ESTIMATES FOR LARGE OR SMALL OUTFITS



A MODERN OUTFIT FOR LARGE PRINTERS

JAMES ROWE

241-247 South Jefferson St., CHICAGO, ILL.

LINOTYPE & MACHINERY COMPANY, Ltd., European Agents, 189 FLEET STREET, LONDON, ENGLAND

SPRAGUE ELECTRIC MOTORS



THE MOTORS THAT PRINTERS USE

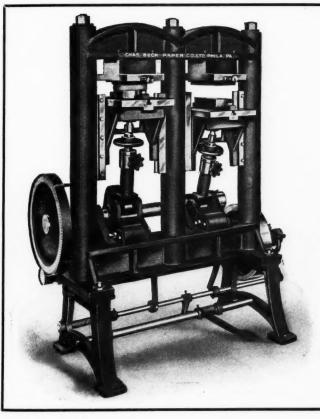
for all kinds of service, light and heavy, in the print-shop. Being specially adapted to this class of work, they are used extensively to reduce the cost of power and to increase the efficiency of the plant. They are non-sparking, reliable, safe and easy to operate. Tell us what presses and other machines you use and let us show you what we can do for you.

Our handsome 74-page Bulletin, No. 2294, with many illustrations, and a long list of plants we have equipped, will be sent upon request.

SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK

BRANCH OFFICES IN PRINCIPAL CITIES



Keystone Double Embosser

Produces QUALITY Embossing with SPEED.

Uses the "Baked Under Pressure" principle, the only correct method of embossing.

The heads automatically alternate in pressing.

While the operator is unloading and reloading an open head, the alternate head remains closed, keeping its work under pressure, at the same time driving heat into both sides of the work, due to both top and bottom heads being heated. Thus the work is virtually "Baked Under Pressure," producing results that can be obtained in no other way.

The full effect of deep or finely cut dies is "brought out" and a "set" given to the stock that makes it hold the embossed shape when released.

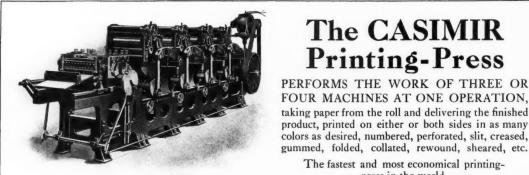
Write for folder on presses and embossing.

Charles Beck Company

609 Chestnut Street

PHILADELPHIA, PA.

From Roll to Finished Product



The CASIMIR **Printing-Press**

PERFORMS THE WORK OF THREE OR FOUR MACHINES AT ONE OPERATION. taking paper from the roll and delivering the finished product, printed on either or both sides in as many colors as desired, numbered, perforated, slit, creased,

The fastest and most economical printingpress in the world.

A few of the many advantages of the CASIMIR Printing-Press are: PERFECT DISTRIBUTION OF INK, flat plates or type (not curved plates). PERFECT REGISTER up to 8,000 impressions per hour. BUILT ON THE UNIT SYSTEM, making possible the addition of extra sections or attachments at any time.

Adaptable to most any class of work; built in three sizes to fit all requirements; rigid and substantial construction; insures an unyielding impression and long life. Send to-day for catalogue and further details. If samples of work are sent, quotations will be made promptly.

CASIMIR VON PHILP COMPANY, BETHLEHEM, PA., Manufacturers.

Sole Selling Agents West of and Including Cincinnati:

A. F. WANNER & CO. 340-342 Dearborn St., Chicago, Ill. Sole Selling Agents East of Cincinnati:

ANDREWS & MARSH MFG. CO. 540 Pearl St., New York



Gally "UNIVERSAL' Cutter and Creaser

Built in Five Sizes: From 20 x 30 in. to 30 x 44 in.

For cutting and creasing the M. Gally "Universal" has stood the test for many years, is known and recognized everywhere as the one reliable, most used and dependable.

Unequaled in power and strength, simple in construction, and built for extra hard daily service. It is adapted for either stamping or paper-box cutting. Is so constructed as to insure economical maintenance and operation, therefore must necessarily be absolutely "foolproof."

Hundreds are in daily use in all sections of the country.

Present operators regard the "Universal" as sufficiently satisfactory to use no other, and when adding new equipment or replacing, the "Universal" gets the business. Suppose you ask for our illustrated catalogue. There are many other machines

mentioned that will likely interest you.

THE NATIONAL MACHINE COMPANY Manufacturers Hartford, Conn.



OVERLADE COVER



THE material and fabrication of this paper are peculiarly suitable for high-grade work, giving fine embossing and printing qualities. The color scheme permits of a simple but effective decorative treatment.

THE ATTRACTIVE SAMPLE-BOOKS OF THIS LINE ARE READY FOR DISTRIBUTION

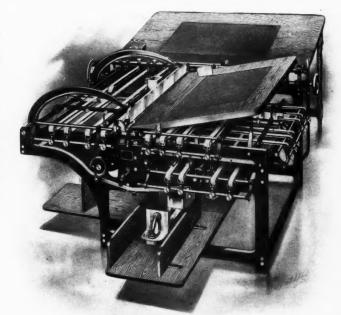
NIAGARA PAPER MILLS LOCKPORT, NEW YORK

Best medium-priced Folder on the market

The ANDERSON Newspaper and Job FOLDER ::

Not one
of our Folders
has failed
to give
Satisfaction.

Let us tell YOU more about them.



No. 12 "ANDERSON" Newspaper and Job Folder.

MAISH MANUFACTURING CO. : : : Warsaw, Ind.

LABOR-SAVING

KIDDER MACHINERY

MONEY-MAKING

Automatic Printing-Presses

We mean by Automatic that the press prints from the roll on one or both sides of the web and in one or more colors.

For edition, pamphlet or long-run work of any kind, there is nothing to equal them for quality of work or output and at the lowest possible cost

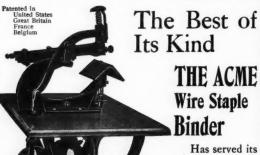
We make a specialty of building presses for such work. Write us about your requirements, we will do the rest.

KIDDER PRESS CO. Main Office DOVER, N.H.

CANADA: THE J. L. MORRISON CO. TORONTO NEW YORK OFFICE: 261 BROADWAY

GIBBS-BROWER CO., AGENTS

GREAT BRITAIN:
JOHN HADDON & CO.
LONDON



Has served its purpose in prominent printing establishments for many years.

Uses Fine and Coarse Staples.

Binds to 14-inch.

Has Automatic Clinching and Anti-clogging Devices.

Equipped with both Flat and Saddleback Tables.

Holds 250 Staples at a charge.

Acme Staple Co.

112 North Ninth Street CAMDEN, N. J.

Suppose You Investigate By Examining Samples

Attractive and effective advertising can be accomplished by the use of our highgrade blotting papers.

We manufacture for this special purpose a line of VIENNA MOIRE BLOTTING (in colors) and Plate Finish WORLD, HOLLYWOOD and RELIANCE.

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.

Makers of Blotting :: RICHMOND, VIRGINIA

EDWARDS, DUNLOP & Co., Ltd. Sydney and Brisbane Sole Agents for Australia.

Newspapers, Publishing Houses, Linotype Plants, Printing Plants

Will find this **Proof Press** a time-saver. as it

Feeds, Inks and Cuts Automatically



NATIONAL AUTOMATIC PROOF PRESS

Perfectly rigid impression—no adjusting cylinder springs—cylinder rises on return movement—inks galley both ways—no waste of paper, as proof can be taken on four different lengths—takes proof 7½" wide and 23½" long. Produces legible proofs quickly.

= MADE AND SOLD BY THE =

NATIONAL PERFORATING MACHINE COMPANY

NATIONAL ROTARY PERFORATOR—Four sizes, 20, 24, 28, 30 inches, with or without Crimping, Scoring and Slitting Attachments INDEPENDENT ROTARY CRIMPER-SCORER-SLITTER (No Perforating)—Taking stock up to 24 inches wide NATIONAL ROTARY CUT SURFACER—Entirely new principle involved NATIONAL TYPE-HIGH GAUGE—For locating high and low spots; determining whether cuts or electros are type-high.

Write for Detailed Description and Prices.

Office and Factory - 2203 Campbell St., Kansas City, U.S.A.

ALL OUR MACHINES FOR SALE BY YOUR NEAREST DEALER

THE BUFFUM AUTOMATIC PRESS

is designed to handle quick jobs at the lowest cost of production, and your plant, no matter how big or how small, is incomplete without it.



Built in a strictly first-class manner by only the best of expert workmen.

All parts are strictly interchangeable and of high nickel and japan finish, and with each press goes a **complete equipment.** Heavy impression, delicate and rapid adjustments.

It prints cards up to and including Government postal-card size, and feeds the same automatically from the bottom. The motor is set for a maximum speed of about **8,000 impressions per hour.**

With removable chase and tympan and our special rapid impression-regulating device, it makes possible the very rapid delivery of work.

The press is equipped with fountain, impression counter, and so arranged that it can be operated by hand, motor or belt power, as may be desired.

PRINTERS ARE ADDING THIS PRESS TO THEIR REGULAR EQUIPMENT

MANUFACTURED BY

BUFFUM TOOL COMPANY

High-grade Tools for High-grade Workmen

LOUISIANA MISSOURI



Kimble Motors

Give any speed desired

Equip Your Entire Printing Establishment With "THE KIMBLE"

Friction Drive Printing Press Motors, Single Phase, Sizes, ¼, ½, H. P.

Belt Drive Printing Press Motors, Single Phase, Sizes, 34, 1, 11/2 H. P.

These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, ¼ to 7½ H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

Send for Catalogue P and tell us the make and sizes of your presses and get our prices.

KIMBLE ELECTRIC COMPANY

1121-1123 Washington Boulevard - - CHICAGO

Headquarters for Photo-Engravers' Supplies

Williams-Lloyd Machinery Co.

124-126-128 Federal St., CHICAGO

Manufacturers of a Complete Line of

Electrotyping, Stereotyping and Photo - Engraving Machinery

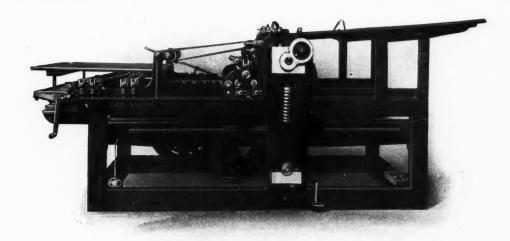
We make a specialty of installing complete outfits. Estimates and specifications furnished on request. Send for Catalogue,

EASTERN REPRESENTATIVE

UNITED PRINTING MACHINERY COMPANY
246 Summer Street, Boston :: 12 Spruce Street, New York

THE INLAND-WALTON ENGRAVING CO

THE BROOKS CO., No. 715 Superior Avenue, Cleveland, Ohio, is a large printing establishment, occupying a seven-story building and operating a number of cylinder presses. They are using one of our machines and have been for several months. Write them (enclosing a two-cent stamp), asking for their opinion of the machine.



The machine meets the requirements of particular printers. It has a speed of 1,800 perfect impressions per hour. It has a bed 27×40 inches. It is very strong — nothing frail in its construction — and the price is only \$1,250.00 f. o. b. factory.

We guarantee the machine to do the work that any high-priced two-roller press will do. We guarantee all materials going into the machine, and will replace without charge any part or parts that may become broken within one year where break is due to defect in material. It makes less noise than any other two-revolution printing-press.

Write to-day, authorizing us to book your order for one of these machines. We will then send you our contract, which covers our guarantee. We will ship you the press and you need not pay a penny until you have given it a try-out in your own plant, and if the machine does not do everything we claim it will do, we will take it out of your plant without expense to you.

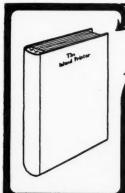
THE SWINK PRINTING PRESS COMPANY

FACTORY - DELPHOS, OHIO

General Sales Office - 226 The Arcade, CLEVELAND, OHIO

CHICAGO OFFICE, 1503 Manhattan Building

P. S.-Address all mail to the Cleveland Office



Bind your Inland Printers at Home with an ARNOLD SECURITY BINDER Artistic :: Simple :: Durable

NO TOOLS, PUNCHING OR STITCHING—YOUR HANDS THE ONLY TOOLS

THE "ARNOLD SECURITY BINDER" is the modern method of keeping your magazines together and in good condition. It has the finished appearance of a bound book and is the ideal magazine cabinet, keeping the magazines fresh and in consecutive order. It can be used as a permanent binding or emptied and refilled as the magazines become out of date. A magazine can be inserted or removed at any time without disturbing the others.

Binder for One Volume, six issues, \$1.00 Two Binders, covering full year, \$1.80

Address, THE INLAND PRINTER 120-130 Sherman Street, CHICAGO

After Forty Years

The quality of workmanship and material put into every Cottrell Press ensures an unequaled length of service. Read these two letters about presses which have already lasted beyond a generation and are still doing their duty:

"GERMANTOWN GUIDE" Germantown, Pa.

C. B. Cottrell & Sons Co., 41 Park Row, New York:

Gentlemen-

We send you herewith a copy of the Guide which is printed on a Cottrell Press purchased in 1870 from the old firm of Mac-Kellar, Smiths & Jordan, and which has been in constant use ever since. It has done some of the finest work and is in good condition to-day. It affords me a great deal of pleasure to introduce callers to our "old and welltried friend, the Cottrell Press."

Yours truly.

The Germantown Guide.

"THE WEEKLY RECORD" New Madrid, Mo.

C. B. Cottrell & Sons Co.,

New York, N. Y.: Dear Sirs -

We are glad to make the following statement concerning the Cottrell Drum Cylinder Press. Our press is now, and always has given excellent service, when properly handled. It is 39 years old, and although several parts are worn and need replacing, the press is doing as good work as when new. It is simple and easy to repair. We cheerfully recommend the Cottrell Drum Cylinder Press, especially for the country newspaper. We are sending you under separate cover, a copy of last week's Record printed on our press. Yours truly,

Wm. H. Moore.

Cottrell Presses are far cheaper per year than presses which may be a trifle cheaper in first cost. best is the cheapest—and the Cottrell is the best.

Nov. 22, 1909.

C. B. COTTRELL & SONS CO.

NEW YORK

WESTERLY, R. I.

CHICAGO

= Sales Agents =

KEYSTONE TYPE FOUNDRY, Philadelphia, New York, Chicago, Detroit, Atlanta, San Francisco

Four-roller Century Press driven by Frame No. 5 Motor placed inside press trame

Line Shaft Leaks

Shafting and belts under ideal conditions waste fully 35% of the power. Direct-connected motors eliminate this loss. Our policy of specialization has made the

Robbins & Myers STANDARD Motors

(Direct Current - All Purposes 1/30 to 15 H. P.)

far superior to any other small motor on the market. We have a supply of motors of all types for printing shops, on hand all the time at our factory and at the branches' offices, ready for immediate shipment. We have a consulting department for your power problems. Service free. Write us.

THE ROBBINS & MYERS CO., 1325-1425 Lagonda Ave., Springfield, Ohio

Branches in New York, 155 Chambers Street; Philadelphia, 1109 Arch Street; Chicago, 501-515 West Jackson Boulevard; Boston, 176 Federal Street; Cleveland, 1408 West Third Street, N. W.; New Orleans, 312 Carondelet Street; St. Louis,

Locust and Eleventh Streets; KANSAS CITY, 930 Wyandotte Street.



See that this label is on each ream.

Tub-sized Loft Dri

Loft Dried Hand Plated

"P.B.671" BOND

This is a high-grade Bond Paper of tenacious strength and perfect finish. Its durability stamps it the ideal paper for Bonds, Documents and high-class Business Stationery.

Write for samples and prices.

PARSONS TRADING COMPANY 20 Vesey Street NEW YORK

London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.

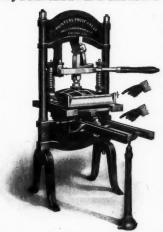
Cable Address for all Offices-" PARTRACOM."

The Shniedewend Printers' PROOF PRESS * The PRESS for PRINTERS on

PRINTERS on which it is possible to pull perfect proofs—absolutely uniform impression.

The latest style with Rack and Pinion Bed Movement (patent applied for) and "Tympan-on-the-Platen" Device (patent applied for) which affords a firm, strong, reliable tympan, is a decided labor and time saver.

Try a SHNIEDEWEND and know.





The Reliance Lever PAPER CUTTER *

The CUTTER that is "Hardest to Break" and "Easiest to Repair."

It is made for hard, every day usage. Will last a lifetime. Perfectly Rigid and Accurate. Powerful and Easy Leverage.

Insist on knowing the RELIANCE.

Write for Prices and Circulars giving sizes direct to the Manufacturers

PAUL SHNIEDEWEND & CO.

CHICAGO, U.S.A.

OR TO YOUR DEALER

The Reliance Photo-Engravers' PROOF

PRESS Recognized throughout the world as the best PHOTO-ENGRAVERS' PROOF PRESS. Why? Because you can always depend on pulling perfect proofs of half-tones on the "RELIANCE."

The Rack and Pinion Bed Movement (patent applied for) gives the press splendid wearing qualities and saves time.



You can save money in your plant by using

Furniture. Rustless, accurate as type, almost as light as wood, strong as iron. Makes register work easy and saves time in locking forms.



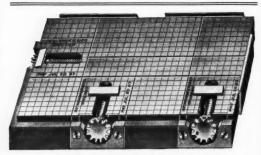


HAMMER PAPER LIFTS

increase the output of your cylinder presses from 10 to 30 per cent, besides saving stock and improving working conditions of the pressroom.



WILSON PATENT BLOCKS are unexcelled for book and catalogue printing. They are simple to handle, accurate, strong and indestructible.



SUPPARD BLOCK Fits Into Every Class of Work. Will save an immense amount of time on either register and color printing, or book and catalogue printing.

Let us tell you more about these good things.

Catalogue will be sent on request. Ask for it now.

A. F. WANNER & CO.

340-342 Dearborn Street - - - - CHICAGO

IT IS IMPORTANT

to the compositor that he should use a most comfortable, accurate and up-to-the-minute composing stick.



The "STAR" COMPOSING STICK

embraces all the essential features that go to make claim for perfection.



Note the back protection on stick Both ends of knee lock, and when knee is unlocked the projections are released from groones by a spring, protecting the grooves from wear. This groove system has proven its efficiency and longevity of service. Made in all popular sizes at a price in keeping with their actual worth.

FOR SALE BY SUPPLY HOUSES GENERALLY

The Star Tool Manufacturing Company 17 West Washington St., Springfield, Ohio

Peerless Adjustable Speed Motors



For "a thousand and one" applications. Designed especially for printers' machinery of every description, as well as for lithographers' machinery and paper-box machinery.

A Peerless Motor for every need. Submit your motor problems to our engineers. Direct-current motors g_0^1 to 30 horse-power.

"Peerless Motors Are Good Motors"

THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 315 Dearborn Street NEW YORK, 43 West 27th Street



Did you realize that these books are an object lesson in advertising? That they not only show you and your customer good papers and good printing, but furnish a real, tangible "reason why" for using high-grade printing?

You and your customer are bound to be impressed with these books, and you both will admire them; they are not ordinary pieces of advertising literature any more than they show ordinary papers.

If your customer wants the same attention, put his printing on the same plane, where it will be noticed. He does not need books like these, but the idea is there—the idea if you want your advertising to pay, put it upon a paying basis.

If you haven't these books and are a responsible employing printer with inclination and equipment for turning out good work, we want to send the books. If you have them, show them to your customers, or, at least, look at them yourself.

WORONOCO PAPER COMPANY

WORONOCO, MASS., U.S.A.

The Unitype

Possesses all the advantages of the hot-metal composing machines without their troubles, and high costs of maintenance.

> As it works without gas or molten metal it is incomparably economical. It is extremely swift and the quality of its product is vastly superior to that of any other machine.

It can be operated by those having too little skill to handle hot metal: and it will earn a profit in places where self-casting composing machines can be run only at a loss.

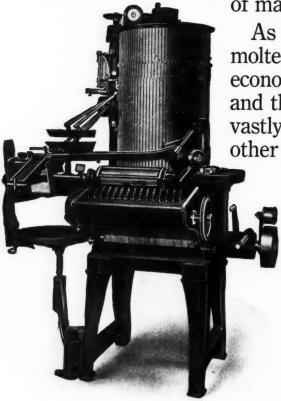
In fact, no out-of-town publisher who regards economy as a condition essential to his work can

THE INCOMPARABLE UNITYPE now afford to set his paper by any other method.

The price of the UNITYPE is but \$1500; payable \$150 in cash and \$37.50 and interest a month—a most profitable investment when it is realized that a UNI-TYPE invariably pays for more than itself.



Number 1 Madison Avenue **New York City**



Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

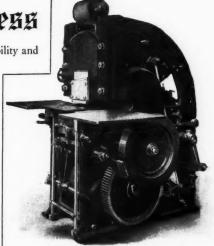
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes...... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4½, 2 x 3 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd. OFFICES AND SHOWROOMS RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent S. P. PALMER, 346 Broadway, New York

FACTORY DOVER, N. H.

Pacific Coast Selling Agents GEO. RICE & SONS, Los Angeles, Cal.

Profitable Side-line

and it is rightly yours-because you have daily calls for high-class up-to-date commercial stationery.

Steel Die Embossing Work

is conceded by the elect as the highest character of style, and it costs but little more than the just-as-good kind.

Embossed stationery is in demand, therefore why not control this business in your locality?

Our System Will Interest You

We will place in the hands of the local printer full information, samples, prices, etc., enabling him to go among his clients and solicit steel-die work. Show your customers the quality and character of our work. Write to-day for further particulars.



The Best show good results without

cuts and electrotypes can't the use of really good

which fasten the cuts to the paper and are more important than the harness which connects horse and wagon.

are the best, best working and best looking printing inks. Made from HUBER'S celebrated colors and HUBER'S own best varnishes, scientifically and harmoniously combined, they will permit the printer to turn out the most and the best work that the press is capable of doing. Ask for catalogue.

MANUFACTURER OF

J. M. Huber Dry Colors, Pulp Colors
Varnishes and Printing Inks

350 Dearborn Street - - CHICAGO JOHN MIEHLE, Jr., Manager

BOSTON

PHILADELPHIA

ST. LOUIS

206 South Fifth Street

150 Worth Street and 3, 4, 5, 6 Mission Place, NEW YORK

HUBER'S Colors in use since 1780



FIRE RISK

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

LOGEMANN BROTHERS CO.

The American Pressman

A MONTHLY TECHNICAL TRADE JOURNAL WITH 20,000 SUBSCRIBERS

Best medium for direct communication with the user and purchaser of Pressroom Machinery and Materials

ONE DOLLAR PER YEAR

Second National Bank Building, CINCINNATI, OHIO





The Trade-Mark of Quality in

INKS

ENDERONATION ERONATIONS

Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

DEPOTS

415 Dearborn Street, . . . CHICAGO, ILL. 1509 Jackson Street, OMAHA, NEB. 400 Broadway, . . . KANSAS CITY, MO. 222 North Second Street, . NASHVILLE, TENN. 535 Magazine Street, NEW ORLEANS, LA.

NON-KERNING ITALIC

The Keystone is the first and only Type Foundry to cast Italic Types on normal bodies and sets with no kerned characters. The Keystone is always striving to improve its products to help the printer

CASLON LIGHTFACE ITALIC

6 Point 25 A \$0 95 52 a \$1 05 Font \$2 00 USEFUL FOR EVERY POSSIBLE PURPOSE Looks Good and Wears Well as Body or Display Type

8 Point 22 A \$1 10 44 a \$1 15 Font \$2 25 KEYSTONE TYPE FOUNDRY IS THE Originator and Manufacturer of this Type

DISCARD UNUSED FACES
Buy Durable Non-Kerning Italic

12 Point 15 A \$1 30 33 a \$1 45 Font \$2 75

BEAUTIFUL LETTERS

Caslon Lightface Italic

18 Point 9 A \$1 60 18 a \$1 65 Font \$3 25

JOB AND BOOK

Caslon Effect

2,,000

REPORTS

36 Point 3 4 \$2 53 7 9 \$2 43 Font \$5 00

No Kern

42 Point 3 A \$3 25 7 a \$3 00 Font \$6 25

SORTS

48 Point 3 A \$400 6a \$350 Font \$750

Lower Case made for all sizes

POWELL ITALIC

6 Point 24 A \$1 00 48 a \$1 00 Font \$2 00 NON-KERNING ITALIC THE BEST YET Saves Time in Justifying. No Broken Letters

8 Point 22 A \$1 15 44 n \$1 10 Font \$2 25

MODERN FOUNDRY'S METHOD

The Best Possible Service to Customers

NEW KEYSTONE IDEA Saves Money for the Printers

12 Point 15 A \$1 35 31 a \$1 40 Font \$2 75

TOURIST IN EUROPE

Normal Cast Letters

Normal Cust Letters

18 Point 8 A \$1 65 17 a \$1 60 Font \$3 25

PRODUCTIVE

Point 5 A \$1 75 10 a \$1 75 Font \$

Aeronautical

30 Point 5 A \$2 40 8 a \$1 85 Font \$4 25

SAILING

Material

42 Point 3 A \$3 45 6 a \$2 80 For

DUNE

48 Point 3 A \$4 25 6 a \$3 60

Round

Lower Case made for all sizes

AYER ITALIC

6 Point 23 A \$0.95 46 a \$1.05 Font \$2.00 THIS IS A GREAT SELLER MR. PRINTER Our Customers Appreciate its Excellent Features

8 Point 21 A \$1 10 43 a \$1 15 Font \$2 25 WE ARE AIMING TO IMPRESS YOU If We Succeed Your Pocketbook Benefits

WE CHEERFULLY REPEAT
That Non-Kerning Italic Is Best

12 Point 16 A \$1 35 31 a \$1 40 Font \$2 75

MINEROLOGY STUDENT

Keystone Productions

18 Point 9 A \$1 55 18 a \$1 70 Font \$3 25

SALE MAGNET

Bright Clothes

30 Point 4 A \$1 90 10 a \$2 35 Font \$4 25

SMUGGLE

36 Point 4 A \$2 65 7 a \$2 35 Font \$5

Lonesome

HOSTS

Disturb

Lower Case made for all sizes

The 12 Point Size HARRIS ITALIC

The other sizes 5, 6, 8, 9, 10 and 14 point are now being made and will be ready in a very short time

NON-KERNING ITALICS will save endless annoyances and losses resulting from broken letters, and the purchase price is the same as any other type of our make. ALL KEYSTONE TYPE is sold in Weight Fonts at Body Type Prices and in Job Fonts at Job Font Prices

KEYSTONE TYPE FOUNDRY

Philadelphia

New York

Chicago

Detroit

Atlanta

San Francisco

West Virginia Pulp & Paper Company

<u>૾ૺઌ૾ઌ૾ઌ૾ઌ૾ઌ૽ઌ૽ઌ૽ઌ૽ઌ૽ઌ૽ઌ૽ઌઌઌઌઌઌઌ</u>ઌ

(Incorporated)

General Offices: 200 Fifth Avenue, New York

Western Sales Office: Marquette Building, Chicago

MANUFACTURERS OF

High-Grade Enameled BOOK PAPERS

SIXTY TONS PER DAY

Supercalendered and Machine Finished
Book and Lithographic Papers
Engine-sized White Writings and Envelopes
Amber and Parchment Railroad Writings
MUSIC PAPER and M. F. "HIBULK"
also

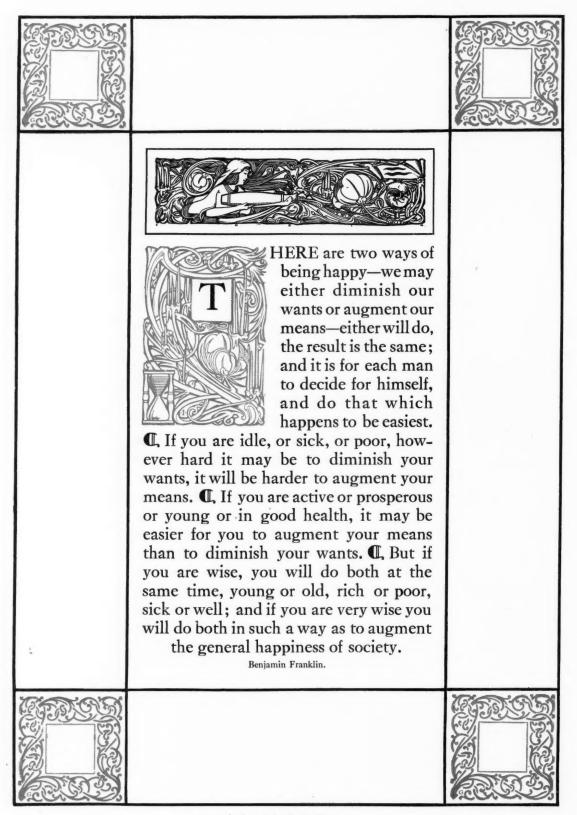
Bleached Spruce, Sulphite and Soda Pulp

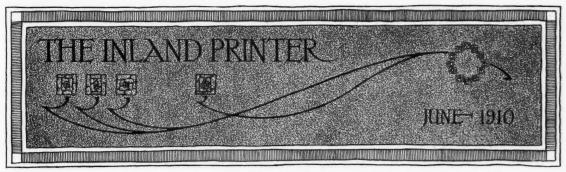
CAPACITY: 800 TONS DAILY

Mills at Tyrone, Pa.; Piedmont, W. Va.; Luke, Md.; Davis, W. Va.; Covington, Va.; Duncan Mills, Mechanicsville, N.Y.; Williamsburg, Pa.

Cable Address: "Pulpmont, New York." A. I. and A. B. C. Codes Used.







Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

Vol. XLV. No. 3.

JUNE, 1910.

TERMS Solver year, in advance

A DEFINITE STANDARD.

BY XENO W. PUTNAM.



NDIVIDUALITY is characteristic of life. No business amounts to much which does not show some distinguishing trait that divides it from all others of its kind. There may be similarity in both stock and methods; there is also a difference, else it is a dead enterprise. Perhaps no other business enterprise

acquires its special brand of character more quickly than the print-shop. Printers come in contact with the most alert business men in all walks of life men who are accustomed to sizing up their fellows with keen discretion. Then, the printer's work is constructive; it reflects his personality, or else it is not his work. The product of the pressroom, too, is compelled to run the gantlet of unusual scrutiny, because it permanently affects the reputation of each patron. The yard of cloth that failed may be forgiven the merchant if all the rest are good. The letter-head that is not properly set offends to-morrow the same as it did to-day; it is a constant irritation to the artistic eye as long as the supply lasts or until it gets upon the nerves of the man it represents so much that he discards itand the printer along with it.

A reputation, once established, is not easily gotten rid of. One print-shop will acquire a certain notoriety as the place for cut-rate bargains; then all the rag-tag of the city will flock there and drive away the more desirable class of patronage, like a big smallpox sign. Another becomes famous for its high-grade artistic work. Another is regarded as the place for the business stationery

that hustles - the sort that "gets there," though it does not give so much attention to looking pretty. Each class attracts its own class of trade, and, to a great extent, repels every other class. To depart from this rating of craftship is not to regain favor with some other class, because it never comes to their optate attention or, if it does, is not regarded as a sincere proposition; while the departure is a disappointment to the clientage which the old policy had gathered. To change the known and wellestablished policy makes enemies of friends, but does not convert enemies into friends. There are only two ways of doing this: either through a public confession of error, which is humiliating, or by a gradual growth in some other direction. Both of these entail immediate loss, without the certainty of recompense.

Have a distinct standard and adhere to it strictly. The all-around printer has been rapidly passing during the last half-dozen years. Excepting in some country districts, he has already passed. In order to do business with the business men of to-day it is necessary to be some one in particular, to represent a definite policy, and to stick to it. The vacillator in business is even more despised than in society. It is the man with the fixed idea, the known standard, who is respected. This does not mean that the cheap printer must refuse a high-grade job that he happens to be equipped for doing. It does mean that he should bend his every energy to the task of putting a high-grade brand of excellence upon even the cheapest lines, by being fully equipped to handle them promptly in the most workmanlike manner.

Whatever the known standard of a printer is, let it be the standard of superiority along that line, whether the line be high-grade catalogues, cheap price-lists or wedding invitations. The print-shop should become known as headquarters for some special line, and should give first energies to excelling in that one line, rather than be satisfied with only medium-grade service for all classes of patronage. Individual strength means special merit in some form, and the printer who really becomes conspicuous in the business world is the one who builds up, rather than he who spreads out.

Written for THE INLAND PRINTER

"OLD BILL" CONTINUES HIS DISCOURSE ON "DOPE-SHEETS."

RV A. J. CLARK



I was a cold Sunday morning, and several of the old guard were trying to quench the fires that were smoldering after a particularly strenuous Saturday night. They had variously tried "sours," "gin fizzes" and "a little straight," and were mellowed to a point

where conversation flowed easily. Politics and religion had been safely disposed of, the Jeffries-Johnson fight decided, and the vital question of where to eat had the floor, and Old Bill is talking.

"When I first come here I'm boardin' for a long time at Mrs. Cosgrove's boardin' emporium. Mrs. Cosgrove was no canary bird, but an Irish lady of great breadth of beam, who had succeeded in makin' a printers' boardin'-house profitable where others had failed. Her success was largely due to great physical strength, which enabled her to turn a drunk printer upside down and take what he had in his jeans, dealin' him out two-bits at a time thereafter when he suffered for drinks. If it was twenty years ago we could go down and get a breakfast that would make your hair curl; now, I suppose we got to go agin' sinkers and coffee, because it's the only confection restaurants make that'll stay down on a bleak mornin' like this.

"Incidentally," Bill continued, as he sprinkled some salt in a fresh glass of beer, "Mrs. Cosgrove had a husband who printed to gain sympathy at times when she drove him from home. He was as thin and measly lookin' as she was fat and happy. He was known as 'Slim.' Also, Mrs. Cosgrove had a Chink cook, and, him bein' only a heathen, he called her Slim, same as her husband, thinkin' it's a family name.

"I'm tellin' you now about the Christmas turkey. Mrs. Cosgrove she buys the biggest bird she could find, as was her custom on St. Patrick's Day and Christmas, has the insides removed, the feathers took off for pillows, the head amputated, and hangs him in the shed, so he'll keep good till Christmas. Bright and early on that mornin' she hikes the Chink after that turk, and, in a minute, he blows in, hollerin' his head off: 'O Slim! Him tluky jump away! No can catchee!' lady reaches for a cordwood stick, behind the stove, an' tells the Chink to make a quick hunt and catchee the turk or get his heathen neck broke. Well, the Chinee he don't lose no time, him knowin' the old lady plenty, and in about a minute he blows back, holdin' the turk by the neck, and all cheered up, explainin', 'Me catch em tluk, Slim!' as though he had chased it a mile. That greasy heathen had cached the turkey some place, hoping Mrs. Cosgrove would blame somebody else for the loss, him plannin' a big feast for his friends at the laundry.

"And it was a good bird, too, believe me; they ain't no more eats like Mrs. Cosgrove and the Chinaman put up."

"What become of the joint?" asked Sykes.

"I dunno," said Bill, "what became of the dodo and the yipyap. That's twenty years ago, when the printing business was still being called the Art Preservative of Arts, and they made curlicues out of brass rule, and printers were more classy than plumbers and bricklayers."

Here Rafferty came in and evidenced great satisfaction at meeting the bunch, although, to a close observer, there was a hint of sorrow in the nervous way he fingered his last dollar, as he placed it on the bar and made a silent computation



"Mrs. Cosgrove was no canary bird."

of how he would struggle through the rest of the day on the 15 cents change that would come out, after the bunch had "one on him."

"How did you come out with the Old Man and the dope-sheet?" he asked Bill.

"Well," said Bill, "you have to hand it to the Old Man! I goes up with a hazy idea that I might

find some flaw in his figures, or that maybe 45 cents a thousand wasn't too much for presswork to cost, or somethin' like that, but the Old Man he raises me on everything I play and I finally got to lay down to him. He pulls out a little sheet, and it shows to a penny what everything costs. He can tell in a minute what repairs for any machine in the house cost last month or last year. He shows that the Linotypes go about \$40 a year for fixin's, that our good cylinder press cost only \$12 for repairs in four years, while the dinky make that he got, because it was cheaper, cost more than ten times that. The dope-sheet tells that one cutting machine makes twice as much money as the other, that a combined punch and round-corner machine won't pay interest on the investment, while two machines to do the same work make

"He can show that one little Dutch girl in the bindery will handle one-third more pieces than any other girl there. He can show to a pound how much ink is used each month, and how much the soliciting costs on each dollar's worth of business. He knows how many impressions each feeder gets off each day, and, without watching them, they are rated by name. He knows how much stock he bought and how much he has left; also, he knows the per cent of waste, and, if you were paying for that item alone, it would jar you a lot. The Old Man is fair, though. 'Understand me, Bill,' he says, 'I ain't kickin' just to make a noise,' he says. 'I'm just scientifically workin' out a competence for myself. Pretty soon,' he says, 'I'm goin' to be an old man. All my life,' he says, 'I've wanted things, same as you, that I couldn't get, and, before a man dies, he ought to be able to soak up some mental nourishment besides drinks and cigars. I want to go to Europe and see things, and, as yet, I haven't got as far as New York. I want an automobile, but can't afford to get one until my shop is properly equipped, and it seems as though I would never get done with that. I get all the machines they is,' he says, 'and then along comes them offset presses, and I'm assured I'm a dead one if I don't go after that game. I'd like,' he says, 'to go away now and have a good time, but I can't hire anybody to run my shop so it will make money, because, if anybody could run my place profitably, he could run one for himself and would do it.'

"'So, I got to stick,' he says, 'and the fact,' he says, 'that my position is so hard to fill, justifies me in expecting a larger wage or competence or whatever you mind to call it than you dubs who only have to work.'

"'Well,' says I, 'your dope-sheet shows that you made quite a bundle last year, notwithstandin'

the high cost of presswork. Is it fair to expect us to break our necks to grind that cost down so you can make a little more?'

"'That,' he says, 'is easily explained,' and he grins like a Cheshire cat, as he reaches up and nails another dope-sheet, showing the amount invested in the plant, the per cent of profit it ought to make and what it has made, and how long it will take the Old Man to make the competence he is wantin', and, accordin' to the figures, he will be dead ten years and his shop will be in the scrap-



"Pretty soon," he says, "I'll be an old man."

pile long before he takes his trip to Europe, 'and,' he says, 'I don't want to make no European trip in a hearse,' he says. You have to hand it to the Old Man!"

"Yes," said Rafferty, "the Old Man is sure long on brains. Did you ever notice that I'm getting in the Old Man class myself? How did you like my new joint? Pretty classy, no?"

"Sure," answered Bill. "You got a nice joint, on the outside anyhow, but, take it from me, outsides don't count much except as a noise to attract attention, like that vest you got on. I see many pretty-pretty print-shop fronts with gilt and red signs, proclaimin' 'Excelsior,' and 'We aim to excel,' where the insides look like the rough-neck ward in a bughouse, and a decent job of printin'

is hailed by the shop and customer alike as a miracle.

"It's a miracle how any good job of printin' comes out of any shop now," continued Bill; "a good job of any kind, especially if it depends on creative ability or artistic sense, and most every job of printin' does, can't be ground out accordin' to no time-schedule, and always we got that everlastin' system stickin' us in the back, and are expected to mix art and business in a way that's scandalous. They must be fine graduations of light and shade and color harmony, and by the clock!"

"You've evolved a paradox," said Sykes.

"Sure," said Bill, "whatever that is. I ain't kickin' agin no system; what I'm hollerin' about is conditions that make it necessary for us who



"Like the rough-neck ward of a bughouse."

are engaged in what ought to be a clean, classy, happy, artistic handicraft, to slap things through like we was pieceworkers in a box factory! They's lots of ways to cut cost in a shop, without expectin' feeders to get out an impossible lot of impressions each day, and I calls the Old Man's attention to some of them. For instance, I says to him, get some guy in the front office who has more time than you have (he can't have any more brains, I says facetiously), and have him dissect and bisect every job that comes in, and fix it so there'll be no monkey business when it goes to the mechanical force; let him, mentally, go through all the operations necessary to put the job through and see if it will work out. First, he'll pull out the copy and see if he can read it, and, if not, get some seer to interpret it; then, he'll set it up in his mind, or rule it or bind it, do the presswork, perforation and numbering, and see if he has the stock in the house, or, if it is procurable, he'll see if there is another job of the same description that can be worked with it, so that a lot of impressions may be saved, and measure it, to see if it will cut to advantage, and mark his measurements for the benefit of the stockman. As it is now, everybody,

from the errand-boy down, must figure on something pertaining to every job, and it ought all to be done before the job is sent down-stairs, and probably is, but is not at the disposal of the mechanical force, so the stockman must figure how many sheets it will take, the ruler must figure to check the stockman, the pressman to check the ruler, and the binder to check the pressman, and then it's often wrong.

"And then this mug he looks up addresses and telephone numbers and dates, to see if they're right; he decides if it's better to work and turn the job, or work and back it, side-stitch or saddle, fold it by hand or machine, and how it must finally be trimmed. He sees if it will come down to the weight limit, if it's a booklet, and then he'll deliver it, where? when? Can he do it on time? When must the composition be finished, the presswork and the binding? And then he'll mark it right and not do as is so often done now, put a rush sticker on it that don't mean anything, except that every one must slap his part through while it's green, and decide every question pertaining to it during the rush of business, while they are taxed to their utmost just to print!"

"Some of you guys are taxed to your limit just to think," breaks in Rafferty, "and you make a noise like a rusty hinge every time necessity compels you to do anything that requires more than instinct."

"Well," said Bill, "there may be some truth in that. It's probably instinct that tells me I'm hungry now. Let's get the sinkers, I want to smoke and I can't smoke till I eat."

PRINTER A FINANCIAL GENIUS.

Many printers have become famous, but in the majority of cases their fame was attained either through accomplishment in literature or in statesmanship. As to finance, whoever dreamed of a printer becoming a great financial genius? Nevertheless, it is scarcely news to many printers to relate that the Hon. George E. Roberts, once a journeyman printer, is now a financier of national repute. Leslie's Weekly has the following to say of our fellow craftsman: "Not very many years ago George Evan Roberts was a printer, 'working at the case,' in Fort Dodge, Iowa. Look at him to-day, and you wouldn't imagine it was the same man. He is reckoned among the ablest financiers of America. Born on August 19, 1857, he is an Iowa product. He was educated in the public schools. At an early age he learned the printer's trade, on the Fort Dodge Messenger. By the time he was twentyone he was proprietor of the paper. In 1882 he was elected State printer for Iowa. He was married in 1885. In 1896 he wrote a book on finance that gave him national prominence. Two years later President McKinley made him director of the Mint, a position which he held until 1907. In that year he was elected president of the Commercial National Bank, of Chicago, a position which he still occupies. He travels about the country now, advocating certain banking reforms in which he believes.'

Written for THE INLAND PRINTER.

NEW EMERGENCY ROOM AT THE UNITED STATES GOVERNMENT PRINTING OFFICE.

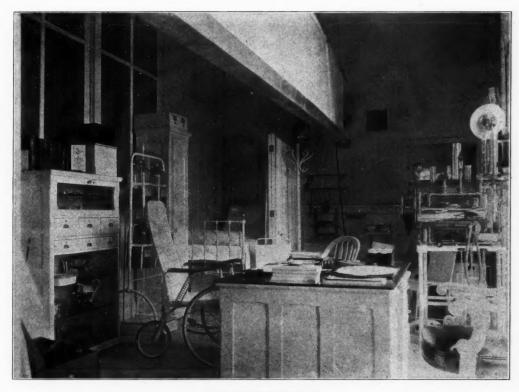
BY WALDON FAWCETT.



HERE has recently been brought to the stage of perfection at the United States Government Printing Office at Washington a model private hospital, or "emergency room," as it is designated at this institution, which might profitably be duplicated as an

adjunct of any large printing establishment or extensive industrial plant in the country. In its workings at the governmental print-shop this "first aid annex" has already been the means could be carried out on a less elaborate scale in any private plant at a very modest cost.

Even this ideal governmental hospital for printers developed from very small beginnings. Mr. Oscar Ricketts, a former Public Printer, is generally given credit for the inception of the idea, which first found expression in very limited space, a corner of one of the regular rooms in the printing-plant being set aside as a storage place for simple remedies, standard bandages and a "first-aid" kit. Almost from the outset the innovation demonstrated its usefulness. It was found that scarcely a day passed without accidents that resulted in the more or less serious injury of one or more employees of the great plant, and it was proven that prompt medical attention, even when not of the most expert kind, minimized pain and



THE "EMERGENCY ROOM."
United States Government Printing Office, Washington, D. C.

of effecting an appreciable saving of time and money, to say nothing of its influence as a factor in contributing to the comfort and consequent content of the five thousand employees of the largest printery in the world. The emergency hospital at the Government Printing Office, alike to other branches of that institution, typifies the last word in point of equipment and, therefore, cost a tidy sum for its installation, but the idea

greatly reduced the loss of time from minor accidents. Furthermore, the facilities provided proved their worth in many instances by forestalling serious consequences later, as, for instance, blood poisoning, which is so often the sequel of wounds that are not properly cared for.

As proof accumulated of the tangible value of this hospital work, the scope of operations was gradually extended, until now, Uncle Sam's printers rejoice in the possession of a modern hospital, thoroughly equipped with all manner of medicines, surgical instruments and apparatus for the treatment of all manner of emergency cases. This miniature two-ward hospital is at all times in charge of a competent physician, who has an assistant and a matron. For administrative reasons, the emergency room has been placed under the jurisdiction of the Division of Sanitation of the Government Printing Office—a branch of the institution whose work has attracted the widest attention, particularly with reference to the splendid system of sterilization evolved as a foe to the spread of tuberculosis, which is so prevalent among printers as a class.

The emergency room, an apartment forty feet in length and sixteen in width, occupies space on the fourth floor of the printery at the front of



DR. WM. J. MANNING

An ex-printer, one of the two physicians in charge of the hospital at the United States Government Printing Office.

the building, this location having been selected as the most central and most readily accessible from all parts of the plant. All the main elevators in the building pass within a few feet of the hospital door. The telephone is depended upon to keep the medical headquarters in touch with all parts of the printery, the emergency room being connected by 'phone with every room in the building. In answer to a hurry call, a combination reclining chair and stretcher is rushed at top speed from the hospital to any part of the twelve-acre printingplant. This small ambulance has the right of way in all halls, elevators and corridors, and consequently no time is lost in getting an injured employee on the operating table if such procedure is necessary.

In compactness of its furniture and equipment the emergency room is suggestive of the hospital on an ocean steamer. Nothing has been omitted that can contribute to the comfort of the patient or aid surgical skill, but the equipment has been assembled with due reference to the limited storage space available and practically every cubic foot of space, from floor to ceiling, has been utilized. The floor of the room is of marble mosaic and the walls are wainscoted in white enamel, so that they can be kept in thoroughly clean and sanitary condition. Metal furniture and receptacles with white enamel finish are also the rule. The two ends of the room are so arranged that each may, by the adjustment of screens, be quickly curtained off as a separate ward, with every assurance of privacy. divisions of the room are furnished in duplicate with a single bed, stationary baths, basins, washstands and a wardrobe for each patient.

In the center of the emergency apartment is a large sterilizer for dressings, and an electric instrument sterilizer is located at either end of the There are, likewise, duplicate medicine chests stocked with all the leading dependable remedies known to modern medical science, and instrument cases fitted with all the instruments that could possibly be needed in emergency or firstaid work. Other features of the equipment include the latest approved style of operating table, an oxygen and nitrous oxid generator, a receptacle containing salt solution, electric warming-pads, etc. One of the newest and most interesting installations is an original device for cooling the air in the hospital. Washington gets credit for being about the hottest city in the country in summer, and to keep down the temperature in the emergency room was something of a problem until the doctors hit upon their present expedient.

The fundamental feature of the cooling apparatus is a metal tube, which extends the length of the room, a few inches below the ceiling. The lower portion of this tube is perforated, and the water which is constantly led into the elevated pipe-line escapes by these vents and trickles down an expansive muslin curtain which depends from the tube, just as the ordinary curtain hangs from its roller. The curtain is several feet wide and extends the full length of the room, so that it can be appreciated that a considerable cooling space is presented. The surplus water dripping from the bottom of the curtain is caught in a metal trough,

which is suspended just below it. In order that this wet curtain may exert its maximum influence in cooling the atmosphere, a large electric fan is kept in constant operation at either end of the curtain, sending the cooled air currents to every nook and corner of the room. The idea of this tempera-



An ex-bookbinder, one of the two physicians in charge of the hospital at the United States Government Printing Office.

ture reducer is original with Dr. William J. Manning and Dr. P. D. Bush, the physicians in charge of the room.

Not the least interesting circumstance in connection with this emergency room is that both of the physicians who are in attendance, and who are responsible for bringing the hospital to its present stage of perfection, were formerly workers in the printing trade. Doctor Manning, who suggested to Mr. Ricketts the idea of the emergency room and worked out the scheme for its creation, was formerly a compositor at the Government Printing Office and studied medicine in his spare time, ultimately graduating from the National University. Doctor Bush was formerly a bookbinder in the office and likewise acquired a medical education by the "night-school" channel. There are few busier physicians than these two men, who have come to know personally almost every inhabitant of this printing community. At the emergency room they are treating patients at

which is suspended just below it. In order that the rate of considerably more than one thousand a this wet curtain may exert its maximum influence in cooling the atmosphere, a large electric fan is the remainder medical in character.

The service of this hospital and its physicians is free to all employees of the Government Printing Office, and there is absolutely no formality to go through in order to obtain treatment. As a rule more women than men are treated, especially for illness, but treatment as a result of accidents is confined almost exclusively to men who are charged with the performance of the heavy and dangerous work at the printery. While the emergency room is equipped to care for patients for an indefinite time if need be, the expectation is that in most cases it will be used only until a patient, if seriously ill or injured, can be removed to his own home or to one of the city hospitals. Often, however, as the result of prompt and proper medical attendance, the victims of minor accidents or temporary illness are enabled to return to work after an hour or two, whereas, if there were no emergency room and the patient had to be removed to his home, at least a full day would have been lost. The saving thus effected is valuable both to the Government and the individual. The emergency room is also proving a great protection to all the employees of the plant, through the prompt detection and isolation of contagious diseases in their early stages and before they have become a menace to those who work with the person afflicted. Finally, the emergency room is saving Uncle Sam a tidy penny each month. By the employers' liability act the Government must compensate injured employees who lose more than fifteen days' time, and prompt treatment in this hospital forestalls serious results in the case of many a victim of accident at the big printery.

THE BROTHERHOOD OF PRINTERS.

Probably in no other calling is there more need of sympathetic coöperation than in the printing business. The cares and worries that necessarily must be borne by the workers in each department are many. But these can be lightened by a brotherly coöperation of the whole force in each establishment — by a whole-souled sympathy, one with another — that will reach the point of practical assistance in the everyday struggles to overcome apparently insurmountable obstacles. As a motto for the printerman, displayed upon the breakfast table, as a reminder before he takes up his tasks for the day, this verse, taken from an old English hymn, is suggested as a possible inspiration for more kindly feeling for his fellow men:

If any little love of mine
May make a life the sweeter;
If any little care of mine
May make a friend's the fleeter;
If any lift of mine may ease
The burden of another—
God give me love, and care, and strength,
To help my toiling brother.

Written for THE INLAND PRINTER,

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. IV .- BY E. C. ANDREWS.



HEN we state that red-orange and blue-green occur in their maxima or full chroma at middle value, it is equivalent to saying that this red-orange and blue-green show the same contrast with white as with black. Almost every printer knows that the right red to be

used as a decorative or initial color with black type on white paper is a light or orange red the hue of vermilion. But vermilion which is made from mercuric sulphid has the bad quality of eating copperplates, and does not lay well on enamel paper. (1)

The question naturally arises why blue-green of maxima chroma is not used as much as redorange. This is undoubtedly because of a long association of the warm colors with black and the cool colors with white. White itself signifies coolness; we dress in white clothing in the summer, we speak of "white as snow," and invariably associate green shutters with a white house, etc. If we were to print with white cover-ink on a black cover-stock, then we should have a case similar to the white house, and the blue-green maxima would be more pleasing as an initial letter than the redorange.

Let me say again that principles once understood are more easily applied than concrete illustrations or tables of color combinations, and, although the two previous articles were devoted almost entirely to a technical discussion of the subject of value, it is to be hoped that they were not only read but studied. If they were, the practical application is a simple matter. On the opposite page (Plate 1, Fig. A) is a value scale, showing the maxima of the common colors, based on a classroom design, by Prof. Walter Sargent, of the University of Chicago. His water-color sketches were matched in printing-inks, which were tested, to be sure that the color shown represented an average or medium impression. This design also follows the nomenclature of Doctor Ross, and is another way of arranging the diagram of maturities, shown in Fig. 4 (May issue of THE INLAND PRINTER). For the artist there are some advantages in the six or twelve step arrangement, and I shall use the term "orange" in the discussion of this illustration in order to follow Doctor Ross. It is impossible to imitate every color exactly by the use of the three-color process, but with the exception of the blue-green maxima, which is a color which can not be gotten by process-printing and would require a separate impression, all the colors in Fig. A are very good reproductions.

You have seen (May number) that yellow in the Ross nomenclature occurs approximately at $87\frac{1}{2}$ in the value scale, orange and green at $62\frac{1}{2}$, etc. In this arrangement yellow is shown directly below white (100) and purple (12½) directly above black (0). The warm colors are on the left of the perpendicular line from white to black, and the cool colors on the right. Diagonally below yellow, on the left, is orange (yellow-red) at its maxima, and directly below the orange $(62\frac{1}{2})$ is orange at middle value (50). This middle value is produced by adding a neutral gray, made from black and white printing-ink, to the orange, or by neutralizing it with the right hue of blue. Lowering the value with a neutral gray is far safer, as there is no danger of altering the hue. It is understood, of course, that the neutral gray has a value much lower than middle value. A four-to-one mixture of neutral white with an untoned engravers' black has a value of about 10, and, therefore, a very little of this added to the orange will bring it down to middle value. Directly below the middle-value orange we have middle-value red. This is made by adding white to the full-strength red shown, carrying the red above middle value, and then adding a little black in order to overcome the thin or pinkish quality of the color.

Now, let us take up the practical application of the use of value. Besides middle-value red-orange, middle orange and middle red we have in Fig. A yellow and green brought down to middle value and purple, and blue brought up to middle value. Therefore, any of these colors, as well as the maxima blue-green, may be used as decorative colors with black type-matter on white paper. They are all equidistant from white and black, and will harmonize with white and black on account of their position in the value scale. There are other points in arriving at the best harmony besides value, but value is undoubtedly paramount. Redorange and blue-green, since they are full chroma in middle value, are naturally better suited for small areas than the other six colors of lower chroma, but all the colors shown in the line of middle value make very interesting decorative colors, and will give the printer a far better guide than depending on haphazard and miscellaneous

Note 1.— The action of mercuric sulphid on copper is due to a chemical decomposition. The sulphur ion of mercuric sulphid has a greater affinity for copper than for mercury, and it, therefore, leaves the mercury and unities with the copper, forming copper sulphid, a black substance, which dulls the vermilion color as well as gradually destroying the face of the electrotype. The way to overcome this difficulty is to have the plates nickeltyped, but it is best to avoid using vermilion at all, on account of its poor laying qualities.

proofing. So far, we have considered white stock only. If the stock is tinted, and approaches yellow in value (do not confuse this with hue, as you may have tinted stock of all hues and have the value as high as yellow), the color midway in value naturally is lowered, and you may use colors which occur, roughly speaking, in the value of red and blue. If you select any color above that value you must lower it or bring purple up to that value. A concrete illustration of this point would be a red initial with black type, on buff stock, as compared with a red-orange initial on white stock.

Another very interesting example of the importance of value has been shown in certain numbers of the *Outlook*. The stock used was a light-green tint of a value about that of yellow; on this was printed an extremely dark green or green-black of about the value of purple. Thus the ink was just as much above black in value as the stock was below white. It was not necessary to have selected green; any color of that low value could have been used.

Looking at Fig. A again, let us summarize the different uses to which we may put our value scale in colors of full chroma:

Rule 1. On white stock, with black typematter, any of the colors in middle value may be used as decorative or initial colors. The colors from the left to the middle will probably be preferred by your customer, as black is generally associated with the warm colors. The cool colors are in just as good harmony, however. It is a matter of personal taste.

Rule 2. On white stock, with black typematter, colors which are equidistant from white and black in value, that is, equidistant from middle value, will balance, namely, yellow and purple, orange and blue, green and red, etc. Red and orange and blue and green will also balance with black type-matter, but it is generally better in a three-color combination of this sort to balance a warm color against a cool one.

Rule 3. On white stock, with a type-color of the value of purple, a single decorative color should have a value midway between that of purple and white. If two colors are desired in addition to the dark type-color, the value of one should be as much above the value midway between purple and white as the other is below.

Rule 4. On tinted stock of a high value, and with black for type-matter, a single decorative color should have a value midway between the value of the stock and black. If two colors are desired they should balance, as indicated in Rule 3.

Rule 5. On tinted stock of high value any color may be used instead of black for type-matter, providing that its value is as much above black as

the stock is below white. Adding a decorative color is the same as in Rule 4.

Rule 6. If the colored stock is middle value it follows that any middle-value color may be used, providing that the chroma does not destroy the balance. (2)

Cover-white and cover-black, of course, may be used, and an additional decorative color midway in value between either one selected. Coverblack is naturally more satisfactory, as coverwhite usually requires at least two impressions. If more than one decorative color is demanded, the values are as explained in Rule 4.

It must always be borne in mind that, unless cover-inks are used on cover-stock, the value of the color as shown on white stock is greatly altered by the hue and value of the colored stock. It also follows in using middle-value cover-stocks, two colors may be selected, the one as much above the value of the stock as the other is below, etc.

Now, let us look at Fig. B (Plate 1). shows Mr. Munsell's five colors, red, vellow, green, blue and purple, in middle value and middle chroma. Directly above the line in middle value (50) are the five colors in a value of 70, that is, they contain more white, and below the line in middle value are the same colors at a value of 30. A word about middle chroma. It is impossible to obtain pigments that represent the purity of one single wave-length, such as red, separated from all others. The chroma of vermilion, for example, is about 90, if we take the chroma of the middlevalue colors in Fig. B as a basis at 50. This high chroma of vermilion can not be matched in other hues, though it still lacks ten points of being pure; purity being the theoretical 100. Mr. Munsell has based his color standards on a red, yellow, green, blue and purple that have the same chroma, low enough so that he could find permanent pigments of the exact hue required for equal steps in the hue scale.

Let us analyze Fig. B with regard to the law of equal contrasts. Rule 1 will apply naturally. The middle-value colors in Figs. A and B are of the same value, although slightly different in hue and chroma. Munsell's is a five-step scale, while the Ross nomenclature is six. Rule 2 also applies. On white stock, with black type-matter, any color in the value of 70 may be used with any color in

Note 2.—Some of the new imported stocks have such peculiarly high chromas that it is practically impossible to use them in connection with any of the ordinary colors sold by printing-ink manufacturers. Not long ago an officer of one of the most progressive paper houses in the United States picked up a sample of an Italian cover-stock, and said: "I wish you would try that stock in your advertising and see what you can do with it. In all the time we have carried it I have never seen it used with a satisfactory color combination. About all we can recommend is black or a shade of the same hue." The reason for his remark was obvious. There was no printingink on the market of a suitable hue or chroma.

the value of 30. Rule 3 will read: On white stock, with a type-color of 30 in value, a single decorative color should have a value half-way between 30 and 100, or 65. Sixty-five is not shown on the chart, but it is easy to select a 70-color and lower it just a little with black. If two colors are desired, one should be as much above 65 as the other is below. Say that you selected one of the 50-colors for the lower color; then the other color should have a value of 80. In that case, compare the color you desire to use with the 70-colors shown, and raise it with white. An example of Rule 4 would be a cover-stock of the value of 70, printed with coverblack, and a decorative color 35 in value. In Rule 5, if the cover-stock had a value of 70, the single color used should have a value of 30. By Rule 6 you have a choice of the middle-value colors in cover-ink for a single color or for two colors, any cover-ink of the value of 30 with any cover-ink of the value of 70, etc.

Fig. C indicates the values at which the maxima of Mr. Munsell's colors occur.

Fig. E is a diagrammatic value-scale of Ruxton's Margo colors, arranged similar to Mr. Bailey's "Diagram of Maturities" (Fig. 4, May issue of THE INLAND PRINTER). The practical application of the Margo system will be up in detail in a later article.

Figs. D, F, G, H and I will be referred to in the discussion of the spectrum, sequence of hue, and the theory of primary and complementary colors.

(To be continued.)

HE WANTS TO BE AN EDITOR.

Mr. Thomas H. Stark, advertising manager of the Louisville Paper Company, Louisville, Kentucky, writes to The Inland Printer, metrically outlining his aspirations to be an editor, even at the risk of raising the price of ink, leaving out of the question the market quotations for scisors and paste. Note that Mr. Stark proposes to think his editorial thoughts in red. But let Mr. Stark speak or sing for himself:

I want to be an editor
And with him take my stand,
Some thoughts within my forehead
And a pen within my hand.

It's great to be an editor,

To read and write the news;
To voice one's mind on politics,
And advertise one's views.

To sit in a sanctorum

And hold the public rein;

To manufacture sentiment

And otherwise raise —— Cain.

To meet the great and nearly great
As they pass in review;
To canonize or "Cannonize,"
Whiche'er I choose to do.

Some day I'll be an editor,
And deep red thoughts I'll think;
I'll righten wrong and write an' write,
Though it raise the price of ink.
— THOMAS H. STARK.

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. VI .- BY F. HORACE TEALL.



LREADY we have diverged from the consideration of language merely, as such in a literal sense, to discuss practice, or usage, with regard to certain forms. In a less strictly literal sense, this does not constitute a real digression, since we certainly can

not write or print language without form, and form is even more subject to whim and fallacy than is style, sense, diction, construction, or any other phase of language. This is the nearest approach that need be made to apology for departure from bondage of any kind in these papers. They have no systematic plan, being written simply as an effort toward helpfulness to printers, especially proofreaders, in matters that demand practical attention and study.

The question as to when and how to make compound words always has been, is, and probably always must be an open one. One of the strongest reasons for thinking that it can never be definitively settled is the fact that a vast majority of the terms that are subject to the question can never be misunderstood, no matter what form may be given to them. Whether we write hat-box, hatbox, or hat box, no one can think of any meaning other than the right one; and this is true of all names made in the same way, namely, putting two nouns together, each in its literal sense, as simply the name of one thing, except in the case of some long words that would make very clumsy-looking compounds, as railroad company, business association, and others like them.

Our intention in beginning this writing was merely to add a little to what has gone before; but many facts press for consideration, and it seems worth while to yield to the temptation to present them. Most prominent is the ever-present condition that no regular practice is even widely, much less universally, established. Benjamin Drew came very near the truth, in his "Pens and Types," when he said, after noting a number of diversities as found in dictionaries: "Thus it appears that, in regard to compounding (by which we mean inserting the hyphen between the parts of a compound word), the proofreader is left to his own discretion, and can do very much as he pleases. He should, however, adopt some method by which he can approximate to uniformity in his own work; for as to agreeing with anybody else, that is out of the question." He follows this with a suggestion that shows clearly a bad fault in his

own thinking, of a kind that is far too common, and that will always prevent even approximate uniformity when it is present. He says: "Perhaps as good a rule as can be laid down on this subject is to close up the word when compounding changes the accentuation; otherwise, insert the hyphen. Thus, quartermaster has a different accentuation from the two words quarter master; therefore make one word of it without the hyphen. Head-assistant is accented like the two words head assistant; therefore insert the hyphen. By this rule schoolhouse and blackboard should be severally closed up; salt-mine takes the hyphen, saltsea (adjective) does not."

We can not take space for all possible criticism of this; but, as it is offered under the subtitle "Hints and Helps," we may find a hint and a help, though not such as the author meant. It is not nearly always true that the proofreader can do as he pleases. When he is left to his own discretion, however, the advice to adopt some method by which he can approximate to uniformity is good. Agreement with anybody else is not out of the question, for almost any possible practice is very much like that of somebody else. A most important matter is overlooked in asserting impossibility. It is that the proofreader and the compositors must agree—that is, the proofreader's method must be one that the compositor can learn, for it is unthinkable that it should be left for application only in correcting the proofs. Every office should have a full list of the words that are to be compounded.

Mr. Drew is right in making quartermaster one word, but his reason is not a sound one, because quarter master, as two words, has no use and no sense, and therefore can have no accentuation. His rule of accent evidently will not work. It did not work for the man himself, for he turned wrong end foremost in its exemplification. The rule would give saltmine and salt-sea, not salt-mine and saltsea. No change of accent is ever made in head assistant, as he says; but, instead of being a legitimate reason for the use of a hyphen, the fact is cogent in support of the correct two-word form.

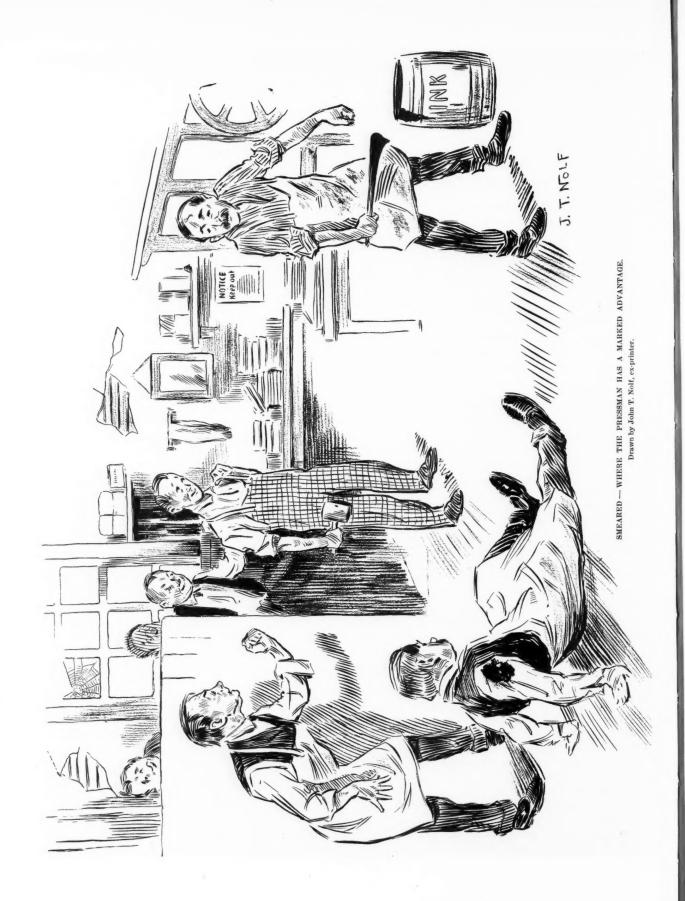
A certain limited range of consistency, or uniformity, is attainable very easily; but even this must be at the expense of abandoning a widespread fad. The notion that frequent use of hyphens gives the page a bad appearance is the fad that needs to be abandoned. It is, in the present writer's opinion, very foolish and very troublesome. Hyphens systematically used are, in that same opinion, so many beauty-spots on the page, because they serve a utilitarian purpose. That purpose may be exemplified by citing the words battle-ship and war-ship. These two are now almost always

printed battleship and warship, forms that are strongly repugnant to the writer's personal brand of estheticism, largely because they present no distinction in form between the word ship and the suffix -ship. Warship is too much like worship, notwithstanding the fact that its meaning and its elements are obvious. Hyphening such words on principle, becoming an automatic action after a little practice, constitutes not only the simplest kind of procedure, but serves to secure unmistakable clearness in the comparatively few instances where separation of the elements engenders ambiguity.

A man whose intention must have been identical with that indicated above once wrote, in answer to a question: "I always use a hyphen whenever two words are to be written as one." He showed the common quality of thoughtlessness on this subject, proving that he did not do what he said he did, by writing when and ever together without a hyphen, and ignoring the crucial question, When are two words to be written together as one?

Almost as much cause exists to inveigh against unnecessary use of hyphens as against failure to use those which seem necessary. One publication of high standing will give some good examples. It speaks of the Dred-Scott decision and the Standard-Oil verdict, therein applying a principle beyond its natural limits and encroaching on the field of another, namely, that the one kind of special sign existing in the capital letters is sufficient, without the addition of the hyphen, especially when it prints Standard Oil Company with no hyphen. No term with such capitalizing should be compounded. A few other instances of needless compounding in the same print are huntingparty, commission-house, syndicate-underwritings, building-expenditures, building-activity, quietingdown. These and many other objectionable uses of hyphens may result from the proofreader's refraining from making corrections that are not absolutely demanded for correctness; for these forms are not positively wrong in the same way that wrong letters would be.

Certainly some plan should be adopted in every printing-office which can be understood alike by compositors and proofreaders, and nothing of this sort seems possible without a full list of all terms subject to question. Such a list exists in a book by this writer, and nowhere else that he knows of. Its title is "English Compound Words and Phrases," and it is sold by The Inland Printer Company. A few copies in an office, each with a change marked in it wherever a change is desired, would aid in so fixing style that the hyphen trouble would be decidedly lessened.





A. H. McQuilkin, Editor.

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Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

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Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, vertising devices, and all cash-with-order goods, are required to satisfy emanagement of this journal of their intention to honestly fulfill the less in their advertisements, and to that end samples of the thing or things vertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for 150.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.

John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.

Rathhyl, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.

Rathhyl, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.

Pennose & Co., 109 Farringdon Road, London, E. C., England.

Pennose & Co., 109 Farringdon Road, London, E. C., England.

Melbourne, Sons, Cannon House, Breams buildings, London, E. C., England.

Alek. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.

Alek. Cowan & Sons (Limited), Wellington, New Zealand.

F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.

G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.

H. Calmels, 150 Boulevard du Montparnasse, Paris, France.

John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.

A. Ousbroom, 179 rue de Paris, Charenton, France.

Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE redoubtable John W. Gates has been lured I into the papermaking field. He is using ricestraw and cottonseed lint as raw materials. Should he succeed in producing a marketable paper, it will mark a new era in the industry and industrial expansion for the South, where the straw and lint can be secured in abundance.

PROSPERITY probably would come to printers, regardless of whether a cost system were established, could the juicy "extras" scheme be adopted which is so successfully worked on municipal governments by large corporations. However, the gentlemen who have printing contracts to let scarcely could be depended upon to take so kindly to the plan as have the official representatives of our towns and cities.

THE establishment of reciprocal trade relations with Canada is progressing too slowly, in the opinion of those interested in news-print paper. The subject is one of great importance to many industries, the graphic arts among them, for there are some excellent printeries in Canada, offices capable of doing good work and captained by men ambitious to do printing for any person anywhere. If the proposal to lower the tariff wall on our northern boundary becomes a practical issue, it behooves the printing trades to see that their interests are not sacrificed.

THE convention season has set in on the trade early this year. The United Typothetæ has met and gone home, but the International Association of Photoengravers will hold its meeting on June 27 to 29, at Buffalo, and after that the unions will provide at least one convention a month till the weather becomes disagreeable. With the older organizations conventions have a routine flavor; whatever excitement may occur hovers round one or two questions. Programs of the younger associations present a snappier appearance, as the addresses provided for arouse interest, yet the subjects are not especially new, and may have been discussed many times by the older organizations. While an association is in the formative state, and the spirit of enterprise is rampant, there is need of lawmakers, and, consequently, conventions. As organizations become older and more settled in policy their annual gatherings seem to lose in business interest, though the social features acquire greater importance, which evidently is based on the theory that the penchant for lawmaking should be kept within bounds, and the less the delegates do in that direction the better for all concerned.

Trade Education.

Printers should lead the world in trade educa-The very nature of the business should make the printing-trades craftsman feel a certain responsibility in the general movement for greater efficiency in workmanship in all branches of industry. The printer is engaged in a calling more closely related to the education of mankind than that of any other artisan, and his attitude toward every practical innovation, the object of which is to raise the average of skill and intelligence among his fellows, should be but a reflex of the purposes and attainments of his own efforts and aspirations in his own business. But let him not forget that the proper place to begin is at home. Going out into the highways and byways to lend advice and sympathy to the general trade-education scheme should come only as the result of inspiration gleaned from efforts in his own trade. If printers would bring general improvement in skill to the multifarious tradesmen of the different industries, let them illuminate the way with skilled craftsmen of their own calling. This is the most sensible and effective method to pursue, and one which will leave no doubt as to sincerity of purpose. Moreover, it is the quickest way in which to achieve beneficial results for every one concerned.

Responsibility of Workmen.

To what extent should a journeyman printer be responsible to his employer in the matter of having his position regularly represented, either by himself or a capable substitute?

This question is suggested by the really serious annoyance and hardship to which foremen and managers have been subjected by irresponsible—and we might truthfully say unprincipled—journeyman printers. In Linotype-machine plants the abuses in this connection have reached almost the point where patience ceases to be a virtue, and drastic action of some kind must be taken.

In offices where union men are employed it would seem nothing more than justice that, in reciprocity for union wages and conditions, the fullest possible protection against loss and obstruction of business by irresponsible members should be one of the organization's first concerns. have two or three operators, employed either as extras or regulars, fail to report for work on account of "social" obligations to be met, is anything but conducive to the maintenance of friendly relations between the head of the house and the organization which has agreed to supply him with a sufficient number of competent printers to man his establishment. Nevertheless, this is not an uncommon happening in the larger cities. And it should be plain to the different typographical unions that some measure of discipline should be established looking to the correction of this harmony-destroying practice.

It is not for THE INLAND PRINTER to say what the nature of this remedy should be, but in the interest of the whole trade, and as a matter of common fairness to employing printers, we trust that some effort will be put forth to relieve the condition as it now exists.

The Future of the Printing Trades.

At no time in the history of the printing trades has the future held such promising outlook for progress and prosperity as at the present. The chief cause of this is organization, which is bringing about a coöperative rather than an antagonistic spirit. While the organization of master printers looking to the betterment of business methods is but in a formative period, the sympathetic spirit which it already has engendered is enveloping the whole of printerdom. Individual selfishness is making way for the new and better spirit of trade patriotism.

Experience has been a patient teacher, but finally it is accomplishing what seemed almost a hopeless task attempted through the application of other influences.

We desire to congratulate the whole trade in its steady movement toward higher ground. This includes both employer and employee. With more complete organization of masters and journeymen, it is logical to assume that radical and ill-advised action will become less and less a menace to the peace and progress of the trade, and toleration and conciliation will, to a greater degree, pervade the entire organized movement.

Industrial war should have no place in the printing trades. Printers, as a rule, are progressive men in all that pertains to government and the settlement of economic questions. Is it too much to say that, almost unanimously, they are in favor of disarmament and the settlement of international disputes through arbitration? If this be granted, why not apply the doctrine a little closer home? The craftsman of the printing world should not only be in the forefront in the abolition of physical war between the nations: he should be the actual leader in uprooting the commercial paralyzer—industrial war.

Just as caution and sanity have been the natural accompaniments of growth and power in a great nation, so let us hope that the building of strong organizations of printers will be the means of eliminating the wild-eyed radical in the counsels of both employers and journeymen.

With the principle of arbitration made a fundamental in all negotiations of wages and conditions in the coming years, the printing crafts are faced toward a substantial prosperity which is certain to result in creating greater opportunity for the more thorough development of the art of printing in America.

The Publishers and Mayor Gaynor.

It is to be regretted that the recent meeting of the American Publishers' Association was marred by what, to say the least, was an incident reflecting little credit upon that body and the guest it was entertaining at the time. Mayor Gaynor, of New York city, may have had every reason for an attack upon William R. Hearst, but that he should have so far forgotten good manners as to make the attack while accepting the hospitality of the editor as a member of the association is anything but encouraging to those of his friends who had begun to see in him the characteristics of a man fitted for the highest office in America. In politics, it can not be expected that men, no matter how broad and learned and honorable, will not, in times of great provocation, descend to ordinary abuse of one another, but not even a mere politician would deliberately plan an onslaught of abuse while the guest of his victim.

On the other hand, it is quite as true that certain members of the American Publishers' Association displayed a spirit which was as unfair as the conduct of Mayor Gaynor was in bad taste. "One for all, and all for one," did not characterize the attitude of the members to that extent which is expected in most organizations, and of which the Publishers' Association is frequently a notable exponent. But, laying aside entirely the matter of loyalty among members, good breeding should have permitted the representative of the attacked member to have made an explanation before his fellow newspaper men when the attack was made.

Individually and collectively, the publishers of Chicago and other cities have publicly reprobated the affair, so far as it was a breach of ethics. This mitigates the offense to some extent, and, while the whole craft has suffered, no individual of the publishers' organization will feel so keenly the injury sustained as will their honored guest, Mayor Gaynor, who had gained an enviable position in the thoughts of the American people.

Better Apprentices Wanted Everywhere.

English printers have become active in a campaign for the more thorough training of boys in their trade. At a recent conference of the Midland Branches, the Typographical Association directed the attention of the employers to the necessity for a more careful selection and better training of

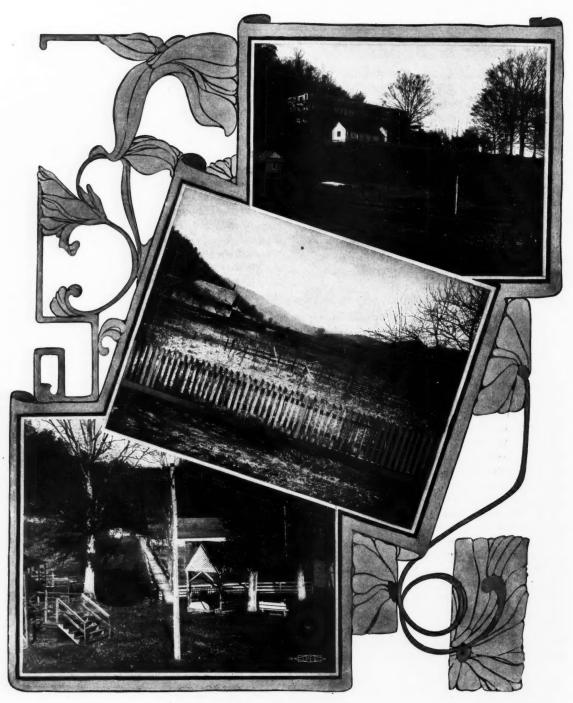
apprentices. Through a resolution presented by one of its members, the conference asserted that a great handicap is being imposed on the trade and an injustice done the boys through their not being sufficiently equipped to take their places as qualified compositors and machine men. The association then instructed its branch officials to use their utmost endeavors to bring about such an understanding as will tend to the production of first-class workmen. One of the speakers before the conference stated he believed the difficulties could be overcome if the employers were approached on the subject and led to understand that by a more careful discrimination they would not only be benefiting themselves but the trade generally.

This appeal of printers over-sea comes from every section of our own country. It is a most perplexing question, and, in these days of specialization and concentration, one difficult of solution. It is an easy matter to point out the shortcomings of the present methods of training. But how shall they be remedied? This is the problem that must be solved, if we are to advance. Its discussion is wholesome. The agitation of the question should be welcomed by all friends of the trade. Through this means collective action may be precipitated. If conventions held in the interest of better methods shall tend to elevate the craft in the business office, probably at some future time a convention may be called in the interest of a more thorough training for apprentices in the workroom. A printers' apprentice congress, participated in by both employer and employee, should prove a boon the effects of which would be more far-reaching than those of the recent cost congress in Chicago. The result necessarily would be slower of attainment, but the benefits to the printer of the future would be of immeasurable value.

The "Printers' Apprentice Congress" should come, and undoubtedly will, some day, when all hope for material betterment through individual action shall have been abandoned.

Newspaper Men and the President.

In a recent address to newspaper men, President Taft declared that the newspaper man "who is preaching an evangel or who is helping the cause, and especially the one who takes himself seriously, is about the worst witness of events with regard to those whom his views reach." The President evidently was smarting under some criticisms of newspaper correspondents at Washington, as he added: "I speak with some knowledge, because I have had to examine that character of statesman close at hand, but I think he centers about Washington." He further indicated



HALE SPRINGS, TENNESSEE.

This beautiful mountain resort has been acquired by the International Printing Pressmen's and Assistants' Union for a "home" and "rest cure."

his belief that a newspaper man should not presume to be more than a news-gatherer.

Mr. Taft doesn't seem to have a clear conception of what constitutes newspaper work. If simply the recording of events is accepted as being the only legitimate work of a newspaper, the editorial columns and special articles should be abolished. But we believe the public is looking to the newspaper for an unbiased analysis of passing events, and their relation to men and to governments. Possibly, only officeholders and politicians should take themselves seriously, and be the source through which the citizens of a country should receive a review of, or an opinion on, movements at the seat of government. But we predict that the public will continue to read the letters of the Washington correspondents which the President seems to consider in the nature of distorted news, when in reality they are mere reviews and analyses of the acts of public men.

To tell a country editor that he must not take himself seriously is practically to say that he must exert no influence in regard to his town's government and its policy, further than that which comes from the mere chronicling of passing events. And the large metropolitan dailies stand in the same relation to the nation as the country editor does to his locality. Newspaper men of experience and ability - not office-seekers nor politicians - are sent to Washington by these journals to record their impressions of what "is doing" at the capital, so that their readers may better understand the cause and effect of certain acts, legislative and otherwise. If the readers are deceived by these correspondents, it is only a matter of time until their influence will be nil, and the newspapers which they represent will suffer accordingly.

President Taft has treated quasi-editorial work, or the analysis of events, as the recording of events. And newspaper men should not, on this account, shirk the responsibility that rightfully accompanies the profession. We venture the assertion that they will not, but there will be more, rather than less, of what causes the President to complain.

The Pressmen's Home.

Among the activities of the trade unions none is of more abiding value than the work in connection with the care of sick and indigent members. In this is centered the very essence of religious duty, and that the unions have taken it upon themselves is one of the most encouraging indications of constructive effort in the history of the organizations. The International Printing Pressmen's and Assistants' Union of North America has not only established a home but has under-

taken a campaign of education on the subject of personal hygiene with special reference to measures for the prevention of tubercular disease. The administration has arranged a series of lectures, which are issued from the central office and delivered by special commissioners to the local organizations, thus wisely studying how to prevent illness as well as planning to provide curative measures. The union has secured for a home the old Hale Springs site, in Hawkins county, Tennessee, a health resort with a reputation of over seventy years. The property covers 519 Over 260 acres are now in cultivation. the remainder being timber land of good quality. Located between two mountains, the "home" has an accessible altitude of 1,600 to 3,000 feet. Not less than five springs having different mineral qualities are located on the property.

It is proposed to build a sanatorium having capacity for at least seventy-five patients. There is on the property now, partly completed, a 125room hotel. This is to be completed and used as a home for superannuated members. The cottages and hotel will be operated in connection with the hot-sulphur and mud-bath accommodations, so that members who desire to spend two or three months a year at the resort can have medical attention and all the advantages of a first-class modern health resort at cost. This new departure has come through the beneficial results that have attended the use of the hot springs, and a desire to extend the benefits of the resort to any of the members of the union who might desire to make the home the place of their annual holiday for rest and recuperation, on the payment of a reasonable sum.

A complete electric-power plant has been purchased with the property, a laundry outfit, bathhouse equipment, one ten-room house, twenty-three cottages and many other buildings of more or less importance. There is sufficient timber, stone and marble to meet all building requirements, and lumber and shingle mills have been acquired in addition to other implements necessary to make first-class lumber on the property.

It is estimated that the cost of getting the home fully equipped and bringing all the land under a complete system of cultivation will be between \$75,000 and \$100,000, and it is expected that with the developed agricultural possibilities on hand the institutions can be conducted on a per capita tax of 10 cents a month. Tubercular patients coming to the sanatorium for cure will be clothed free of charge. No regulations have yet been made for the maintenance of superannuated members. Undoubtedly this problem will be worked out when the sanatorium is well under

way. This is in brief part of the plans for the International Printing Pressmen's and Assistants' Union Home. The working out of the ideas of the administration will be watched with sympathetic interest by the printing and allied trades, and if good will can bring the work to successful completion there is no failure in sight.

Written for THE INLAND PRINTER.

THE RUBBER OFFSET PROCESS.

BY E. ST. JOHN.



HE genesis of this process is found in the comparatively old lithographic presses used in lithographing on tin, glass, celluloid and other hard surfaces by offset from a rubber blanket, in order to avoid the rapid wear of the costly stone. Ira W. Rubel, an American,

organized a company and began in 1904 to build the first offset press for printing on paper. He died in England, where his press is still built, in 1908.

Generally speaking, the offset press is built on the plan of the rotary printing-press, except that the former has three cylinders and the dampening rollers and fountain required in the lithographic process. At the present time seven press manufacturing companies in the United States are building offset presses, in sizes ranging from 14 by 17 to 40 by 62 inches. Other American manufacturers are preparing to build, and six plants in Europe are already building offset presses.

In this process the plate of grained zinc, on which the design has been etched, is fastened on the uppermost of the three cylinders. The cylinder revolves under the dampening and inking rollers in the order named, and the plate prints on a rubber blanket that covers the intermediate cylinder. The impression on the rubber is immediately offset on the paper or other stock used. Practically no make-ready, except changes of packing for different thicknesses of paper, is required.

Some of the smaller offset presses are now running at a speed of seven thousand impressions per hour, with automatic sheet feed. Rotary feeders already on the market will make higher speeds possible.

THE KEY TO THE PROCESS.

The most important unit in this process is the grained zinc plate. Just as the best machinery, materials and skill can only show what the photoengraver has made in the shape of the half-tone plate in the printing process, so the offset process can only show the work of the etcher on the

grained zinc, and the foundation of the etching is the plate itself.

The plate used in offset work is much thinner than the photoengraver's plate, the latter averaging ½s of an inch, while the former averages only ½500 of an inch in gage. Consequently the tonnage of the offset zinc, for the present, does not interest the rolling-mills, and, as the thinnest zinc is the most difficult to roll flat, the rolling-mills are not ravenous for this business and are turning out inferior thin zinc.

As a result, the best thin zinc is imported, and, by means of a secret process, a grained zinc plate is produced that will neither corrode nor oxidize, the only plate of the sort in the world. These plates are chemically pure zinc, to begin with, and are uniformly flat, while the American zinc contains lead and other undesirable metals and is not rolled uniformly flat.

Some offset printers are buying zinc from American mills, and do their own graining. The zinc plate is laid on the bottom of a wooden box, right side up. We fear most printers are unaware that there is a difference in the sides of unpolished zinc, but there is. It is always polished on the right side, and this is the side that should be grained. The box is fairly well filled with marbles, among which are scattered some such substances as carborundum, pumice, sand, etc., and to this olla podrida water is added. The box is then whirled on the horizontal by power and the resultant grinding grains the zinc. Such a grain answers for some work, but when it is known that the ready-grained plates may be had in fifty different grains it may be surmised that a considerable range of work can not be printed from plates grained by the printer.

The printer can not prevent corrosion and oxidation of his plates, with the result that he can not retain his etchings as made very long and must soon consign his plates to the junk-pile, while the ready-grained plates may be used over and over again and will hold the etching indefinitely. Nor can the printer get as good results from plates that he grains.

Various means are employed to put the design on the zinc plate. With a positive instead of a negative design, all work by the artist on stone may be done on zinc except that, in pen and brush work on stone, the artist uses an ink for which tusche must be substituted for the same work on prepared zinc. When etching in relief is done, the same means employed by the photoengraver in etching zinc are used.

In crayon drawing for the offset process, the drawing is made on the grained zinc, which is then dusted with French chalk. An etching solution of chemicals and gum arabic is applied, and at the end of a minute the plate is washed off with a gum arabic solution. When the first solution is entirely removed, the plate is coated with the gum solution and dried. The work is next washed out on top of the dry gum with a washout solution, of which a thin film is left on top of the gum. The plate is washed off with water, rolled up, rosined and etched.

Additions to work on the plate, from either ink, crayon or transfer, are made by rolling up with black ink, drying, powdering with French chalk and strengthening with a counter-etch solution, which is washed off at the end of five minutes. The plate is dried and is then ready for additions by ink, crayon or transfer. The plate is then prepared for printing in the usual way.

Alterations in the design, after the plate has been printed from, are made by rolling up with black ink, cleaning off the parts not wanted with benzin first and next with pumice and a chemical solution, rubbing with felt. The plate is then washed with water, dried, dusted with pumice and treated in the usual way.

TRANSFER METHODS.

The greater part of offset printing is done via the transfer route, and any illustrative work, no matter by what process originally done, that can be transferred or photographed, may be reproduced by the offset process, so that its limits are hard to define.

In ordinary lithography, the design is transferred from an original in the positive to the stone as a negative, whence, like in letterpress, the positive is again attained by printing on paper. The offset process, owing to the extra reversal caused by the rubber blanket, requires a positive printing-plate.

The oldest method is to put the type in the platen press, ink up with transfer ink, make-ready, and print on transfer paper. This sheet of paper is laid face down on the litho stone and put through the transfer press, when the positive on the paper is transferred as a negative to the stone. In order to transfer in this way for the offset press a second sheet of transfer paper is laid face to face with the one containing the transfer and the reversal is made under pressure, producing a negative on the second sheet, which is then reversed on the printing-plate as a positive. In order to make the transfer, in each case the back of the sheet containing the impression is dampened. A sheet of rubber may be substituted for the second sheet of transfer paper. These are the means commonly employed.

An American typefoundry has recently pro-

duced some type in negative, but this innovation to be useful would have to have the full range of faces furnished the printer.

Another method is to slip a sheet of zinc under the platen-press tympan, and, when the form is made ready, this sheet of zinc is withdrawn and the transfer impression pulled on a prepared zinc plate of the same thickness; a sharper transfer can be made from this zinc than from paper.

The very finest type and engravings may be printed on the offset press by photo-litho means. The type is placed in the platen press and made ready with printing-ink, and an impression pulled on 120-pound coated engravers' proving-paper, which gives the clearest possible print. This proof is photographed and a negative used in the printing-frame to print on sensitized zinc (coated with an albumen solution). This negative is stripped (peeled off of the glass) and reversed, in some work, and in others the negative is used without stripping, and by this method the offset press can print books on any stock in excellent style. To state the possibilities of the offset press is equivalent to saying that it can do anything that the printingpress and the stone litho press can do. Only the insiders comprehend this now, but all will soon be convinced. The finest post-cards are now being shipped to foreign countries in competition with the offset and other litho work of Germany, something heretofore hardly believed possible. Many lucrative fields are opened up by the offset press. Mourning stationery, heretofore monopolized by stationers, can be done to perfection on the offset press on "any old" stock.

PLACING THE TRANSFER ON THE ZINC.

The grained zinc plate is carefully cleaned on both sides, and the reverse is wetted with water, which keeps it from slipping under the transfer squeeze. The plate is laid on a slab of iron or stone, also carefully cleaned, and the impression adjusted with any clean paper. The transfer is then laid face down on the zinc plate, with any soft paper for packing, and put through the transfer press, the back of the transfer paper being dampened. When the transfer is on the zinc the paper is wetted and cleaned from the plate.

ETCHING THE PLATE.

After the plate has been dried and any necessary touching up done with tusche, it is gummed up with a solution of gum arabic of the consistency of glycerin, and before this gum can dry the plate is rubbed up with litho ink, and, after a washing with water, it is again gummed up with the same solution and dried. The plate is next washed out with the wash-out solution, which is allowed to

dry, when it is removed with a wet sponge, and only the design remains. Enough water only to keep the design from spreading is left. Next, the plate is again rolled up with litho ink, thoroughly powdered with window-glass rosin first, and afterward with soapstone. Any cleaning off is done with the special pencils or with charcoal or pumice.

The etching solution is now applied with a brush, and, in a few minutes, washed off with water. The plate is once more gummed up and washed out, to remove rosin, etc., and the washout solution allowed to dry. The plate is then washed off with water, when it may be rolled up in any color of ink desired. It is now ready for the press.

ON THE PRESS.

The plate of thin zinc is bent on two parallel edges, as the letterpress worker bends his press-board at the clamp edge, and clamped on the printing cylinder. The plate must be taut, else the edges of the plate will break and other troubles follow. The plate, the rubber blanket and the cylinders must be free from gritty particles.

Rubber blankets used are of mineralized rubber and imported from England at present. American manufacturers are working on the problem. As rubber is short-lived, it is better not to carry a stock, leaving that to the supply house. When the printer gets his rubber blanket it should be well cleaned with warm soft water, applying the water for some time. Some detergent like a solution of ammonia or refined petroleum is rubbed in after the water has disappeared. The rubber is next given a good rubbing-in with powdered sulphur, when it is ready for use. Of course, it is only necessary to use full blankets on full-size designs. Strips of rubber may be used on small designs.

Rubber offset printing, as it is called, is litho work. Lithography is based on the fact that most oils do not readily mix with water. Crayon and transfer inks are grease and are first placed on the grained zinc, which is then coated with a solution of gum containing chemicals that harden or tan the gum. A film of water is kept on this coating of gum while printing. The litho-ink used on the press is also grease. When the press starts the plate goes under the water or dampening rollers first. These rollers are fed from a fountain containing water, which covers only the blanks of the zinc plate and is confined there by the grease of the design, which repels it. On the other hand, the water repels the inking rollers, covered with grease, from the blanks in the design, so that only the greasy parts of the plate, that is, the design, are inked, which is the end sought.

No make-ready is needed, because the plate is

flat and the resilient rubber with the pressure of the cylinders requires no overlays. Just enough pressure is used to get a clear print, in order to save both rubber and zinc from undue wear.

It looks mighty simple and is, in a way, and then again it is not, because conditions are constantly changing, and the whole process requires not only mechanical skill but some knowledge of applied chemistry, not generally considered necessary for the letterpress man. Certain papers and inks contain chemicals that eat away the etching and eventually the plate itself. Certain bronze blue and red inks cause no end of trouble. A scum that forms on the plate requires careful attention, for the tobacco-water and stale beer used on stone are useless here. If strong acids are used the solution must be weak, because there is a danger of eating away the design. Of course, anything that has been done can be learned by others with intelligence and a purpose, but close study will be required. Any letterpress man that dreams he is going to master the offset press in a week needs to wake up and put on his studying cap.

When starting a run the ink and water are prepared and the ink-rollers are raised while water is flowed over the plate. All rollers should be fairly soft. After the water is flowing evenly, the ink-rollers are lowered to contact with the plate and waste sheets run until the fountains are set. It is better to begin with too little ink and plenty of water rather than vice versa.

Whenever the press is stopped for a considerable length of time, and at night, the plate must be protected with the gum solution. The offset pressman soon becomes as handy with this solution as the devil with benzin. He sees a gumarabic world through gum-arabic eyes, and all his thoughts and half his dreams are gum arabic.

If there is a well-etched plate to begin with, all the subsequent work is much easier and good results obtainable, but no one can get from a plate any more than the etcher has placed on it. There must be some one about the plant who is a thoroughly good lithographer, with knowledge of all its branches, because this offset business is in evolution and looms up big on the horizon.

There are some features about this work that will please the recruits from the letterpress end. Electricity is practically no trouble at all, because of the dampness, the rubber and the nature of the impression. Slip-sheets are never required on one-color prints, because there is no embossment on the back of a sheet to scratch the ink from the next sheet. These two features mean a great saving of time now lost. All papers look alike to the offset press—rough bond or coated book, ledger or news—all can be used and good prints secured:

This is not the place to enumerate the advantages of the offset press, even if it were possible, which it is not, because the pressbuilders themselves can not see the limits to this lusty newcomer among the printing processes.

THE OFFSET PRESS.*

BY CHARLES E. FALCONER, Of the Falconer Company, Baltimore, Maryland.



To much has been spoken and written about the new development of a manner of printing by no means new to certain branches of the art, that, perhaps, a definition and explanation of the "offset" process and the "offset press" may be in order. Every printer knows what happens to the next sheet fed to a cylinder or

platen press after the feeder has missed an impression. The ink from the form intended to be impressed upon the sheet is transferred to the tympan and the next sheet fed has an excellent reproduction of the form (except that it is reversed) upon the back. That is called an "offset," because the ink has "set off" or, transposing the words, "offset" upon the sheet. Offset printing is nothing more nor less than the utilizing of this accidental occurrence deliberately, to secure a secondary printing negative that, with the proper vehicle, would produce finer impressions and produce them with great rapidity.

Lithographers have for many years been experimenting with offset printing. Various methods of doing it have been proposed, but rejected as impractical. It was found that no vehicle for conveying or transferring the ink from the plate to the material to be printed upon was quite so obedient or effective as rubber, and the rubber blanket began to be used in lithographing upon metal, or "tinplate printing," as it is commonly called, with great success. This was a process too slow, and consequently too expensive, however, for commercial work. Many minds were studying the problem, and after numerous disappointments and failures it remained, as has often occurred in invention, for one not a practical lithographer or printer at all to discover what was necessary to produce offset printing with great rapidity, exactness of register and uniform color, and the Harris rotary offset press is the result. I mention this press by name, because to its builders belongs the credit of being first in the field with a practical machine. Since its advent, less than four years ago, other machines accomplishing offset printing by various means have been built and operated with more or less effectiveness, and the process is now an acknowledged commercial success.

The offset process would be nothing without the proper press, and that having been developed a tremendous revolution in lithography has occurred.

In this paper I propose to treat the problem of offset printing in its relation to both the lithographer and the printer and the user of their product.

In the first place, let me state my position in the trade, in order that those of you who are not acquainted with the facts may better understand my point of view. The Falconer Company, of Baltimore, of which I am president, has a comprehensive graphic plant, operating cylinder, platen, rotary and steel-die embossing presses in the typo-

graphic division, and Harris rotary offset presses in the lithographic division. Until the spring of 1907 we had our lithographing done on the outside, but being unable to get prompt service, and our business continually increasing, we decided to put in a lithographing plant of our own. We had already placed an order for a stone press, when our attention was called to the Harris rubber offset press, which we saw in operation in several establishments, and, being convinced that this was the coming method of lithographing, immediately canceled our order for the stone press and substituted a Harris. That was over three years ago and we have had no cause to regret our choice, but, on the contrary, ordered another press of the same make two years later and will soon need a third.

Although we always were typographic printers, we did not install our offset press with the idea of diverting typographic work to this machine. We did think that we might use type as an auxiliary to save cost of engraving, and laid in a supply of new type to be used exclusively for making transfers of names of officers, and other work mostly set in light-faced gothic or roman. We have found, however, only occasional need for it, as it has seemed more expedient to engrave an entire heading and have all the work in the same place for future needs. The time required to set up type, make-ready and print on transfer paper, then reverse these transfers and transfer them to the plate, is quite as much if not more, and results are not always as satisfactory as to engrave this portion with the rest of the work.

Typefounders are now casting a few faces of gothics in small sizes "positive," so that transfers may be made the same as from positive engravings, which will save a portion of the time, and as soon as a greater variety of faces and sizes is available the situation will be much improved.

From the standpoint of the lithographers the offset process has been of benefit, by giving an output much greater than that of any stone press. I am informed that a stone press, working steadily, will turn out not more than forty thousand impressions in a week of fifty-four hours, while in our shop it is easy to average in a week of forty-eight hours one hundred and thirty thousand impressions of sheets 19 by 26 inches, and on envelopes with various changes of forms over two hundred thousand impressions can be obtained, we having recently attained the limit we set on our small press on envelopes with one form, of fifty thousand per day of eight hours on two successive days.

The quality of the work is far superior to stonework, and the last impression is as sharp and distinct as the first, nothing being lost in printing, which is not the case with stonework.

We use zinc plates, prepared by our own workmen, with results fully equal to what we obtained from the prepared plates which we bought the first two years, and at less than half the cost. The advantages of plates over stones are manifold. They do not cost near so much for the same amount of surface; they take up but a fraction of the storage room; being lighter they are much easier to handle; they avoid the great expense of breakage to which stones are so liable. Besides this, they are so inexpensive that transfers may be allowed to remain on them indefinitely, and when a duplicate order comes in no time is lost in transferring, as the plate is ready and can be put on the press in a few moments. Transfers can be used over and over without any appreciable difference in the sharpness of the work. We have taken from the same plate at four separate printings an aggregate of fifty thousand excellent

Read at the Twenty-fourth Annual Convention, United Typothetæ of America, held at Hotel Raleigh, Washington, D. C., May 17, 18 and 19, 1910.

impressions, and part of the work was reversed from an old negative engraving.

The press has three cylinders, one above the other. To the top one the plate is fastened, around the middle cylinder is the rubber blanket, between which and the lower, or impression, cylinder the paper passes. Transferring to the plate from stones or type is done precisely as in transferring to stone. Practically no make-ready is required. The press has twenty-three rollers, giving splendid distribution, and, in consequence, uses but little ink. The cost of ink per thousand average impressions is only from 6 to 8 cents. Considerable time is required to set rollers at the beginning of the day's work, and to wash them at the close. Do not expect to have no trouble. We had a-plenty from the start. The first and chief difficulty was with the feed. The sheets would crease and crinkle first in one place, then in another. After running for quite a while in heavenly perfection, trouble would begin again and sometimes half or even more than half a day would be lost getting things right.

Then we had trouble with color. We could not get the blacks strong enough. The work looked dull and flat. The reds and blues and greens were not bright and were also fugitive. There were other troubles too numerous to mention. Through it all we never lost confidence in our proposition, but patiently worked over every difficulty until we surmounted them all. Now everything is plain and easy; and, although occasionally something will go wrong, we are not long in solving the problem and getting things in shape again.

We attribute our success in handling the offset press principally to three things. First, we secured the highest-class workmen regardless of cost. Then we allowed them every facility regardless of expense. Finally, we allowed plenty of time for trial and experiment; were not impatient of delays; encouraged our men and helped them in every way we could without interference. The result is success. Our output, taking the year ending March 31, 1907, as a basis, increased as follows:

1908	 	21/4 times	1907.
1909	 	4% times	1907.
1910	 	916 times	1907

This was accomplished without reducing prices a particle except on envelopes, and another item that we had formerly done on Harris automatic rotaries from curved electrotypes, which we were enabled to do at same price lithographed as printed at the same profit, owing to saving on electros and make-ready and being able to run a sheet twice the size. Envelopes we formerly had to transfer four to seven on a sheet from layout furnished by envelopemaker, and then were obliged to send a hundred to five hundred miles to be made up, paying two freights and causing vexatious delays to our customers.

Now, as a body of typographic printers, this assemblage is not much interested in lithographic problems or records. The offset press, however, has attracted your attention; it has been thrust upon you, its praises dinned into your ears, and all sorts of marvelous yarns about the ease with which you could handle it as a typographic proposition have been told you over and over again. Doubtless you have lost a few letter-heads or checks or envelopes or deposit slips, on account of the greater attractiveness of work engraved on stone over that from type or photoengravings, but, in most cases, if you took the trouble to inquire you have doubtless found that there was slight difference, if any, against you in the price, and you had the advantage in quicker delivery. You have been told that

the lithographer will take work away from you and you must buy an offset press to protect your trade. You have been told that your present employees with a little coaching will soon be able to run it, and that the expense over type-printing is so slight as to amount to very little; that you don't have to get much engraving done, but can set up your jobs in type and produce them in a fraction of the time and they will look every bit as well and cost you, oh, so much less!

Let me tell you something right here, and don't you forget it! You mustn't believe everything that is told you! Especially when the teller wants to become a seller. If you listen, all right; if you believe him he will sell you, all right. Not for Halley's comet would I charge any presseller with deceit or misrepresentation, but sometimes our enthusiasm makes us believe things that can not quite convince cold, calculating, hard-headed practical business men.

This offset proposition, in my judgment (and I may be wrong, I am just a learner - have just jumped into the game but a short while since), is not for typographic printers; it is a lithographic proposition. If you are going into the lithographing business, then get a lithographing outfit and become a lithographer, and on peril of your successful existence fail not to buy an offset press! You will need it. In order to operate it you will need at least one pressman and a feeder, and two to three transferrers, and from four to eight engravers, according to whether your runs are long or short. For instance, a job of ten thousand letterheads, which would require say from fifteen to eighteen hours to engrave and five hours to transfer, could be run off the press in an hour and a half! You will have to have first-class men for every position, except the feeder, and you will scour the earth to get them, and, if you succeed, it will be by paying from a third to a half more and by enticing them away from some other poor competitor, who needs every one of them and more besides, as much as one man can need another.

The fact is the game has been going on just long enough now to have absorbed all the available trained workmen, and, until a new crop is raised and ready for the market, newcomers will have to pay a pretty figure for all they can secure. Of course, this is going to make the workmen very humble and easy to deal with! They are not going to become like Oscar Hammerstein's operatic stars, and take on a little independence and temperament! Oh, no!

My advice to shoemakers is — stick to your lasts! To physicians, be not overcome of Christian Science! To you printers, the most generous, sanguine, meek and long-suffering benefactors of the human race — think several times before you assume burdens that you know not the mystery of, no matter how enticing the invitation. There are untold jobs that the cylinder, the perfecting press, the Colt's Armory, even the common little Gordon, need have no fear of losing to its offset brother.

True, the offset will print half-tones on antique coverpaper and every dot and line will show to perfection. It will do almost everything that has been claimed for it, and is yet in its infancy. But (and write that word very large), But it is not for you type-printers! It is a lithographic proposition. Do not attempt to steal the livery of lithographing to serve the devil in (the printers' devil, of course).

I do not mean to assert that it is impossible for a typographic printer to operate an offset press with transfers exclusively from type and to employ his own pressmen and feeders to run it. Typographic pressmen, especially Harris pressmen, and lithographic pressmen are very near on a par in their ignorance of the machine, but the lithographic pressman has the advantage in knowing about the dampening and various matters of a chemical nature, and some of them are also familiar with printing from metal plates, so that it is easier for them to learn and they become effective much sooner.

We took an average man from our type pressroom, one who had been successfully operating a Harris sheet-feed rotary, and put him in charge of our best offset pressman, an experienced lithographer. He did all in his power to teach him, and the foreman likewise spent days helping him, but after a year we were forced to send him back to the place he came from. He got the press so tangled up and out of order that we had to get a machinist from the factory to put it in shape at great expense and loss of time.

The machine requires a mechanic to understand it and run it, and a good one at that. Sometimes it acts almost like a human being. It will run as smooth as butter for a whole day, and you leave it in the evening happy and satisfied. Next morning it gets cranky and erratic right away and keeps you tinkering for hours before it will be good and behave itself.

If your work consists of long runs, say from twenty-five to two hundred and fifty thousand impressions, and you have plenty of them, and can get the necessary skilled help, and are of a patient disposition (most printers are) and are determined to give the offset press a trial, you will at the end of six months or a year undoubtedly be a wiser man, and, perhaps, have a feeling for other offset printers that you never had before. Whether you are happier or richer depends on the environment you have been able to throw around you. Worse propositions have been attacked and put to flight.

My last word is, if you do go into the business, go into it right. Look into the merits of all machines and select the one that seems best adapted to your present line of work. Be prepared to spend money and a lot of it. Buy the best of everything and make quality your slogan. Forget not to install a cost system, and, above all things, as you hope for salvation, do not cut prices. Charge the same or more than you did formerly for your typographic product, and if you make a lot of money, salt it down. You are entitled to it. The probabilities are you will not make near as much as you expected, for everything is going to cost you more than you think. But if you do make it, it is yours to enjoy, and, when you look into your mirror in the morning, you can say to the image there reflected, "All honor to you, most worthy conqueror! You have fought a good fight and have overcome. Blessed are you among printers! All hail!" and the image will reflect your glory.

A WIDE CHOICE OF SPELLING.

A prominent litterateur of Paris, in speaking of the vagaries of French orthography, instances that the name "Dounay" can be spelled in twenty-four hundred different ways. Thus, the initial may be written large or small, and with or without an apostrophe — D'Aunay, Daunay, d'Aunay — giving three forms. Next, an h may or may not be interpolated, and may be either lower-case or capital — Dhaunay, D'Haunay, d'Haunay. The sound of au may be indicated in five ways — au, ou, o, ô, os — thus, Donay, D'Hosnay (s silent), Dônay, etc. The value of ay may be indicated in five ways — ê, ai, ay, ei, ey. Finally, one may use eight methods of ending the word, by adding either s, t, z, e, st, t with ê before t (Donêt) and ts.

FUNCTIONS OF THE POSTOFFICE.

Just as the public schools are public institutions, maintained by a general tax, regardless of the number of children you have, so is the postage rate on periodicals an educational enterprise.

It will not do to ask at this day, "Is the function of Government educational?"

Thomas Jefferson answered that in the affirmative once and forever. And Franklin prophesied a day when it would be nothing else.

The Government Printing Office is the biggest printery in the world. It provides literature, gratis, postage paid, on forestry, gardening, fisheries, the raising of Guinea hens, and over four hundred other different items pertaining to farming and manufacturing.

Our foreign consuls are all ordered to supply us knowledge concerning what the world is doing and trying to do.

This knowledge is distributed by the Government.

The Department of the Interior loans photographs and lantern-slides of thousands of most interesting and valuable subjects to any citizen of repute, all prepaid and without fee.

Geographical, geological and topical maps are to be had for the asking. Seeds and plants are distributed by the ton, with advice concerning how to get the best results for our labor.

The entire Postoffice Department is in the broad sense educational. It aims at the easy, prompt and cheap distribution of knowledge.

The Postoffice Department is not run as a commercial enterprise to make money, any more than the Weather Bureau is run to show a profit. The navy and army have no income at all, and they supply us a "deficit" of a million dollars a day. Yet, when the Postoffice Department fails to show a profit, a whole chorus of little statesmen lift a falsetto howl of pain.

If there is a deficit, let us just thank God that Uncle Sam has the money to wipe it out without winking an eyebrow.— Elbert Hubbard, in Los Angeles Examiner.

PARKS' PIPES FOR PRINTERS.

H. M. Downs Printing Company, Fitchburg, Massachusetts, has printed monthly for the past six years, "Parks' Piping Parables." In a recent issue the "Parables" piped a paragraph or two about buying printing, and their pertinence appealing to the printers as "good stuff," they have issued it as a leaflet, giving "what one of our customers says about printing." Here it is, and other printers could use it to good advantage, if they feel they deserve to.

Some say we send out good printing, and to show we are consistent, I'm going to disclose the method. After consulting to some extent what is wanted, the job is turned over to the trustworthy printer to turn out to our best mutual advantage—and when the bill comes in, pay it.

Competitive printing begets printing of a competitive sort; in buying it competitively we get what we pay for and no more. But in buying it the other way, we get what we pay for—and more. We get the printer—his interest, his imagination, his experience, his brains, his cooperation.

WHOSE FEET?

Pea-soup — Soak feet over night in salt and water. Boil until tender. To the stock add two teaspoonfuls of pea-powder and a little salt if needed, with a dash of pepper.— Jane Eddington's Economical Housekeeping.





While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names - not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

MR. E. C. ANDREWS ON MR. J. F. EARHART.

CHICAGO, ILL., May 12, 1910.

When we consider the improvements made in the last thirty years in printing machinery alone, to say nothing of the progress in the sciences, it should be evident even to Mr. Earhart that there is a possibility of some one doing a little work on color not already covered by his "Color Printer." Let me say that I own a copy of the "Color Printer." The presswork is exceptional, and, the number of colors considered, it is probably nearer mechanical perfection than any other American work on the subject of color. But we can not say as much for the subject matter. Mr. Earhart's suggestion to use brass rings of various ratios for measuring ink shows a lack of practical knowledge of the varying specific gravities of different inks. A can that holds five pounds of white will hold only three pounds of black. Unfortunately different batches of the same ink vary in specific gravity and only by careful weighing can one be sure of duplicating a given formula with any degree of accuracy.

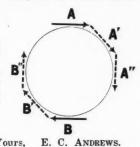
Mr. Earhart's rules for color-schemes are pedantic and not educational. Starting with inks that bear no given relation to each other in hue, value and chroma, he makes haphazard mixtures and then states that this combination is the best, this combination is next best, etc. Years ago these rules may have been of help in avoiding the worst in color combinations, but now we ask why and prefer to think

In Mr. Earhart's letter, in the May number of THE INLAND PRINTER, he illustrates his attitude in his authoritative "I am telling you what contrast means" - the dictionary definition be as it may. And in the next paragraph he adds evidence of his dislike for a fettered use of words, by showing that the word "direction" in his mind may be used in place of the word "circuit." Mr. James, one of our best writers, hardly needs championing, but, as Mr. Earhart was evidently confused, intentionally or otherwise, I add the following diagram, I trust, for his benefit alone:

A = man; B = squirrel.

A and B are opposite each other and are moving at the same speed around the tree in the same circuit.

When A is going east, B is going west; when A is going southeast, B is going northwest, etc., or in each successive position A and B are always moving in opposite directions.



Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.



PRIL proved a record month in raising an enormous sum for the proposed Panama-Pacific International Exposition. Within two hours \$4,089,000 was pledged. The goal set is \$5,000,000. By the way the balance is being subscribed, it will not be many days until the fund is completed. This means much to the printer and the

supply man. The employer and the employee who follow the fortunes of the craft will be benefited materially by the exposition. Printers' ink will be used to advertise California and all that pertains to the opening of the Panama Canal in 1915. Reports for the days of April state that business improved over the preceding month, so it looks as though the spring revival had arrived.

San Franciscans are delighted at the success of Walter E. Brock, of the Murdock Press, in gaining the first prize in The Inland Printer's business-card contest. Considering the large number of designs (958) and contestants (462), coming from so many States as well as foreign countries, it is a matter of local pride to have the judges decide as they did. Mr. Brock has received innumerable congratulations.

Notes from Here and There.

H. N. Larkin & Son, of Sacramento, Cal., have purchased a Miehle press. A Miehle press has been purchased by F. W. Baltes & Co., of Portland,

EDWIN J. BENNETT has become one of the proprietors of the Tonopah

S. TANNER, of San Francisco, has invented a patent for a stencilprinting machine

A CYLINDER precs is en route for the office of Seefer & Seiders, of the Delano (Cal.) Record.

R. H. W. MALONEY, of South Berkeley, Cal., is publishing a weekly paper called the Eagle. B. HOYLE, of the Dos Palos (Cal.) Star, has purchased a 10 by 15

Chandler & Price press. A. A. Sherman's pressroom, in Seattle, Wash., is busily engaged in pro-

ducing the Polk directory.

A MILLER saw-trimmer is now in the office of the Western Paper Box Company, of Oakland, Cal.

A NEW Cranston cylinder is in the office of Charters & Van Allen, of the Tulare (Cal.) Register.

OSCAR WILBUR, of Sacramento, Cal., has sold his business to T. A. Connolly, of the Catholic Herald.

THE Republican, of Lemoore, Cal., has added a Junior typesetting machine to its printing-plant.

THE Cayton Publishing Company, of Seattle, Wash., has incorporated with a capital stock of \$5,000.

CLARENCE C. STEWART has purchased the printing business of W. S. ich, of San Bernardino, Cal.

Lewis T. Wilcox, one of San Diego's best-known printers, was married ently to Miss Ruth C. Beatty. W. H. HULSTEDE, linotyper, has accepted a position in Chico, Cal. He was formerly on the San Diego Sun.

H. P. Reach, manager of the California Ink Company, is in other parts of the country on business for his firm.

A 38-INCH Twentieth Century Seybold cutter has been installed by the Richardson-Case Paper Company, of Sacramento, Cal.

JOHN BOOTH, formerly with the Quick Printing Company, of San Francisco, is now connected with the Suisun (Cal.) Republican.

MATTHEW HAMILTON, for years editor of the Grass Valley (Cal.) Union, has retired, and his place has been assigned to William Hosking. G. W. Anderson, of the Commercial Bindery & Printing Company, of Tacoma, Wash., visited the southern part of California during April.

The San Francisco Lithograph Company, of 521 Commercial street, has added a type department and three presses to the lithographing plant.

George M. Wood & Co., engravers, of San Francisco, have moved down town to 133 Geary street, their suburban quarters proving inadequate. T. L. MILLER, of San Francisco, has secured control of the International Stationery & Supply Company as a result of a dissolution of partnership.

JUNIOR typesetting machines have been acquired by the Post Publishing mpany, of Parker, Ariz., and Adams & Smith, of the Haywards (Cal.) ziver.

BEN LEVISON, of the Zellerbach Paper Company, has been on the sick list for a few weeks. He has recovered sufficiently to be able to attend to

The new Klamath Falls, Ore., paper, the Chronicle, has only been in existence a few weeks, yet into that time have been crowded four damage suits, the result of newspaper attacks on city and county officials. The sum

of \$230,000 is asked to soothe wounded feelings, and the Chronicle comes pretty near holding the record — a common thing for the West.

J. B. McIntyre, bookbinder, moved his plant from 1165 Howard street to permanent quarters at the corner of Clay and Sansome streets, San

A BEAUTIFUL folder was produced for the Santa Fe Railway by Bolte & aden, printers, and the Sierra Art & Engraving Company, both of San

THE Mysell-Rollins Company, of San Francisco, has two offset presses. It is said that there is a likelihood of this firm invading the southern California field.

Jos. J. Reid, who has been appointed manager of the Eastern office of the Harris Automatic Press Company, with headquarters in New York, is an old San Franciscan.

The Smiley Lithographing & Printing Company, of Seattle, Wash., has been incorporated by Paul J. Smiley and Dallas V. Halverstad. The capitalization is \$25,000.

THE Northwestern Pacific Railroad of California has issued a well-printed booklet, called "Vacation." Randall Borough furnished an original drawing for the cover.

A TEN years' lease has been secured on a two-story building at the corner of First and Mission streets, San Francisco, by the G. R. Hansbrow Company, paper dealers.

The Franklin Printing Company, of 118 Montgomery avenue, San Francisco, is the latest firm. The members are Wm. F. Schuster, Thos. J. Dignan and Wm. J. Hanhart.

A LINOTYPE plant has been started in Los Angeles by J. D. Gilmer & Son. The former was on the Express advertisement force, and the son, R. D., was with the Examiner.

The Eureka Engraving Company has been started in San Francisco by E. W. Barnes and Otto G. Naumann, both of whom worked for the Schmidt Lithograph Company for years.

JOSEPH SPRINGER, of San Francisco, has sold his business to Albert Springer and M. Vanderbugle, and has accepted a position as city salesman with the Keystone Type Foundry.

ED Barry has purchased the binding department of Britton & Rey, of a Francisco, and will move to larger quarters, in order to accommodate own and the newly acquired plant.

Thomas Payne, formerly of the Beeson-Payne Company, of Chicago, has located in San Diego, Cal., and has acquired an interest in the printing-house of the H. W. Hildreth Company.

THE Star Engraving Company and the Brown Engraving Company, of Los Angeles, have consolidated. Many of the half-tones for southern California magazines are turned out by this firm.

MRS. SARAH E. REAMER died on May 5. She was president of the Pacific Coast Women's Press Association in 1899, and esteemed highly by the writers of the States this side of the continent.

Los Angeles has contributed to the inventive genius of the country.

M. C. Neuner has patented a contrivance to aid the binding of books, and
I. H. Rice has a patent for a manifolding book.

The H. S. Crocker Company, of Sacramento, Cal., contemplates moving into larger quarters. A new building is in course of construction for this, the oldest printing firm in business in the State.

THE Berkeley (Cal.) Chamber of Commerce has decided to publish a booklet showing the advantages of living in California's beautiful college town. The famous Greek theater is to be specially described.

THE Hicks-Judd Company, of San Francisco, is moving down to the old location, on First street, near Mission. Nearly all of the suburban printers of after-earthquake days have returned to the heart of the city.

EDWARD F. EASTMAN died in San Francisco on April 26. He was editor of the *Pacific Oil Reporter*, and succumbed to two days' illness from pneumonia. Karl, a brother, is editor of the Coalinga (Cal.) *Daily Times*.

The employers of Portland, Ore., in their new association, are doing everything within their power to urge upon members the necessity of charging right prices for printing, an art that has been lost in recent days.

H. Spencer Howard, of the Berkeley (Cal.) Courier, has issued a special edition in honor of the mid-May celebration of the University of Cali fornia, when the golden jubilee will attract educators and citizens generally

CHARLES H. PIPER has been chosen foreman of the San F-ancisco Sun, the new Democratic daily that is booked to appear during May. A Monotype machine has been placed in the advertisement department, and all other preparations have been completed.

MARK TWAIN'S death is especially mourned by Californians. As a printer and writer of the famous gold days, he was always considered as a Western product, and his clean humor and philosophy of life leave an addition to the best there is in literature.

E. C. McCullough was formerly one of San Francisco's leading job printers. He went to the Philippine Islands at the commencement of the war and followed his vocation. He has prospered exceedingly, and has lately paid a visit to old scenes in California.

ONE of those graceful acts that cement good feeling between men engaged in the printing business occurred on the Pasadena (Cal.) News. Manager Prisk ordered the name of N. G. MacKinnon, a sick employee, placed on the pay-roll for one day each week.

placed on the pay-roll for one day each week.

An order for 150 pounds of offset black ink for the one job was placed with the E. J. Shattuck Company by a San Francisco firm. This may be a small order, under the circumstances, for some of our Eastern readers, but it was considered worthy of note by a local supply man.

RAISIN Day in California, April 30, was worth while for the printers and their associates. Among other orders may be mentioned 1,000,000 recipe folders, 50,000 posters and 2,000,000 stickers from the Freson headquarters, and over 25,000 letters were sent out all over the country.

FERD M. and John Stich, of San Francisco, who publish a Servian newspaper, are said to be able to speak seventeen different languages between them. As a consequence, they are prepared to do printing for a good many of the foreign colonies in the metropolitan city by the Golden Gate.

THE Oakland (Cal.) Lithographing Company has invaded the whole printing field. An offset press, a Potter press, perforator, stitcher, 48-inch ruling machine, power bronzing machine, numbering machine, Dexter cutter and other necessities, show that the company has branched out in a thorough manner.

The agreement reached between representatives of San Francisco and San Diego over the site for holding an exposition to celebrate the Panama-

Pacific Exposition will help printers. The smaller city will hold an exposition of its own on a minor scale, and the result will be more printing than would otherwise be the case.

EXTENSIVE shipments of ink to Australia and the Orient, as well as an order for cutting machinery placed in this country by the Chinese Government for the Chinese Imperial Bureau of Engraving and Printing, at Pekin, has caused supply men in the West to seriously consider the possibilities of the new field.

bilities of the new field.

THE Zellerbach Paper Company, of San Francisco, has a white elephant on its hands in the shape of an attachment on the Japan Printing Company, to satisfy a judgment for \$2,187. As a result, 230,000 pieces of Japanese wood type, accompanied by some dilapidated office furniture, is on the market, with a very poor prospect of a buyer.

W. M. Langrox publishes a paper in Honolulu called The Paradise of the Pacific. In addition, he cares for all the job and book work that comes his way. A code-book of over one thousand pages is in his office, and he has acquired a No. 3 Miehle press and a complete bindery department in order that the job may be completed in the one shop.

No. 5 Linotypes have been purchased by the Journal Publishing Company, of Cœur d'Alene, Idaho, the Signal Publishing Company, of Weiser, Idaho, and the Daily Alaskan, of Cordova, Alaska. Additions of this same style of machine are reported by the Inland Herald, of Spokane, Wash., and the Daily Star, of Tucson, Ariz. The Star also has a Miller saw for the composing-room.

Composing-room.

HARRY W. BRINTNALL and E. C. Bickford have opened a machine shop in San Francisco. They sell machinery to printers, bookbinders and lithographers. Mr. Brintnall was known as the Dexter cutter and folder representative and Mr. Bickford helped to sell the product of the Seybold Machine Company, of Dayton, Ohio. These gentlemen have a new platenpress ink-fountain on the market. It is said to be quite an addition to office requirements.

Prof. E. J. Wickson, of the Agricultural Department of the University of California, and editor of the Pacific Rural Press, was tendered a reception in Berkeley on May 9, in commemoration of his twenty-fifth anniversary as a university professor. The college faculty presented Mr. Wickson with a gold watch. The recipient of the esteem of his fellows is an authority on agricultural and horticultural pursuits. Years ago he was agricultural editor of the Utica (N. Y.) Herald.

THE Keystone Type Foundry, of San Francisco, has secured the agency for the Seybold Machine Company, and has installed a department to make steel chases, the most complete of its kind in the West. The steel is purchased in carload lots in the East and skilled mechanics do the rest. While there have been sources of supply for chases here, yet they were not really adequate to fill an extended demand. As it stands now, the Keystone Type Foundry is prepared to fill all orders, and guarantees a chase that will compare with the best made elsewhere.

THE San Francisco Board of Supervisors has had five proposals submitted for lithographing the bonds of the Geary Street Railroad, the lately acquired municipal street transportation system, which has to be reconstructed and made up to date. Efforts of the United Railroads to thwart the wishes of the citizens have proved futile so far in the lower courts, and there will be considerable printing to give out if all legal barriers are passed. To show how bids vary, the five estimates range from \$549 to \$2,000.

Written for THE INLAND PRINTER.

PRINTERS' PARADOXES.

BY HENRY EDSON WILLIAMS.

Throw in a handful of good cheer now and then.

Don't get out of sorts, Mr. Printerman, or it's you for the hell-box.

Watch your copy diligently while setting up your life story. The Eternal Proofreader will mark all your outs.

If you don't want the devil to make an apprentice out of you, be careful how you pi your neighbor's good name.

See that you live up to the point system. In such a matter as life, do not allow yourself to be a small primer. Are you still hunting for that lead-stretcher called easy

money? Forget it. Get busy and learn the trade of living. Don't make a display advertisement out of yourself,

unless you are there with some good solid brain-stuff to offset the big type.

When you are making up your character form, eliminate the dutchmen of deceit, else your form will fail to lift in the universal lock-up.

TYPOGRAPHICAL ACCURACY.

Blue-books have a reputation for typographical accuracy almost equal to that of the famous Clarendon Press, which is said to offer a guinea reward for the detection of a single printers' error in the edition of the Holy Scriptures. A "cancel" note, just received from the king's printers, shows the remarkable anxiety to insure correctness. It informs us that in a chart attached to the "Army Medical Report for 1908," there is a misplaced dot. Can this example of minute corrigenda be beaten? - London Chronicle.

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

A PRINTING-TRADE school, to be established at Edinburgh, is being seriously considered.

THE executors of the estate of the late Lady Campbell Clarke have turned over £250 to the Printers' Pension Corporation.

THE will of the late Robert Hoe, the pressbuilder, distributes an estate in Great Britain valued at £112,965 net (\$528.880).

THE pioneer in offset printing is believed to have been one George William Jacob, of Hoxton, who, in 1847, received a patent for a method of printing which contained the germ of the present-day offset process.

THE forty-second annual soirée and concert of the employees of the noted printing and publishing house of W. & R. Chambers, was held March 25 last. The chairman of the evening, in his speech, referred to the number of the house's employees who had served it fifty years, there being fourteen of these. One, the foundry overseer, Mr. Hugh Mackay, achieved a record of sixty years.

So far, the best record of any British paper in the matter of size, or number of pages in any one issue, was made by the London *Times*, which, on January 28, last, produced a special "South American" number, consisting of eighty-eight pages and weighing two pounds and two ounces. The best previous record was also made by the *Times*, with an issue of seventy-two pages, this being called "Empire Day" number, and appearing on May 24, 1909.

AFTER much negotiation and controversy over the matter, the London pressmen's union and the employers have agreed upon a wage-scale for pressmen engaged temporarily to assist in getting out hurried work. Such extra pressmen are not to be paid by the hour, but are to receive 9 shillings when the engagement lasts but one day; 17 shillings for two days, and 24 shillings for three days. Only a half-day is worked on Saturdays and is paid for in the same proportion. Extras working (not over twelve hours) are to receive 15 shillings per night, for two nights or less; for three consecutive nights in one week the pay is 43½ shillings; for four nights, 54 shillings.

THE Circulating Libraries' Association has notified the leading publishing houses that its members will hereafter "not place in circulation any book which, by reason of the personally scandalous, libelous, immoral or otherwise disagreeable nature of its contents, is, in our opinion, likely to prove offensive to any considerable section of our subscribers." Copies of new novels must hereafter be submitted to the association one week before publication, and its members will not handle any book not so submitted. The members will also advise one another regarding doubtful or objectionable works and will not circulate any books which any three members believe to be undesirable.

On April 1 last occurred the death of Frederick Wicks, at Halfway Lodge, Esher, aged seventy. Mr. Wicks was an inventive genius. Though not a printer, but a mechanical engineer, he devoted most of his attention to typeseting, distributing and casting apparatus. His most noted achievement was a rotary typecasting machine, whose speed was most remarkable, though as much could not be said of its product. The casting of sixty thousand letters per hour was said to be possible on this machine, yet, somehow, it

did not seem to be a success as a business proposition, and it is doubtful if the typefoundries of England felt its presence, though several companies were organized to exploit it and its product. An attempt was even made to invade the United States with a type-manufacturing company, which was to put all the other type concerns out of business, but after a few splurges in the way of advertising it was not heard from again. If the linecasting machines had not lessened the demand for body-type Mr. Wicks' machine would, perhaps, have achieved a higher degree of usefulness. Mr. Wicks also invented a composing machine to set his type, which, because of its cheapness, was not distributed, but recast. In his last days he worked at the construction of a machine which was to cast and set type, and which, he prophesied, would revolutionize composing-room practice.

GERMANY.

GERMANY'S export trade in post-cards in 1909 declined 9,155,000 marks (\$2,178,890) from the exports of 1907.

THE first examination of the pupils of the newly established Berlin "Journalist High School" took place on March 15.

The city of Berlin has a yearly income of 400,000 marks (\$100,000) from renting the space on its system of special posts erected for the purpose of displaying posters and other advertising matter.

It may not be generally known that bronze powders were originated by a monk at Fürth, near Nuremberg, in Bavaria, about three hundred years ago. The idea was based upon a utilization of the scraps and cuttings of "Dutch" gold leaf in binderies.

THE firm of Baier & Schneider, printers and accountbook manufacturers, at Heilbronn a. N., has set aside a fund of 10,000 marks, of which the interest is to be expended for sending children of the officials and workmen of the house to recuperating and bathing places, as may be found necessary for the benefit of their health.

On the occasion of the *Volksblatt*, of Cologne, attaining its fiftieth year, its publishers presented 15,000 marks and the interest on an endowment of 60,000 marks to a sick and invalid fund instituted for the benefit of its employees. In addition, Frau Katherina Bachem, the widow of the founder of the paper, has donated 3,000 marks, to assist in special cases.

DIVISION V, of the Bavarian foremen's union, celebrated the one hundredth anniversary of the invention of the power press, last Easter Monday, by visiting the grave of the inventor, Frederich König, at Würzburg. The ceremonies consisted of decorating his last resting-place with flowers and the singing of appropriate hymns, followed by memorial addresses by several speakers.

THE publishing house of Breitkopf & Härtel, of Leipsic, has just bought and added to its own plant the printing-office of Brückner & Niemann, a firm of thirty years' standing in the same city. Breitkopf & Härtel now operate 11 Monotype machines, 50 letterpress cylinders, 11 lithographic power presses, and many hand and platen presses. They employ 850 people, including 200 hand compositors.

A WRITER in the *Literarische Praxis* argues that dated articles and telegrams should always give the year as well as the month and day, and to gain room for the year figures suggests that, instead of setting, say, "Berlin, Nov. 24," one should set it "Berlin, 11, 24, 1910." It is answered that an excessive use of figures is unsightly in printed matter, and that it would become monotonous to see the year repeated so much in a newspaper. Nevertheless, the idea

of adding the year in each date is a good one, as all who save clippings will testify. Your correspondent's scrapbook, for example, contains a large proportion of clippings across the face of which he has found it necessary to write the year of publication, as information very useful for future reference. Ideally, all matter liable to be clipped for subsequent consultation (and what matter is not thus liable?) should be clearly dated. Even on jokes, dating would not be far amiss.

THE National Museum at Munich has been presented with an old hand press, dating from 1835, on which at that time four thousand copies of the Schwarzwälder Bote were printed in from ten to twelve hours. To-day this publication is printed on two rotaries, with a capacity of thirty thousand copies per hour. The old press was donated to the museum on the occasion of the seventy-fifth anniversary of the Bote.

To enable one to receive letters under cypher, the Imperial Postoffice Department of Germany is now issuing "Postlagerkarten" ("general delivery cards"), at a rental of 25 pfennigs (6 cents) per month. Just as one may have answers to want advertisements addressed to, say "A-390, care of Berliner Tageblatt," one may now have one's replies addressed to "Postlagerkarte Nr......" The new order does not as yet obtain in Bavaria.

THE number of periodicals issued in Berlin in 1898 was 947; in 1908, 1,334. Of these there were subscribed for at the postoffices in 1898, 1,083,700 copies; in 1908, 2,634,200 copies. Much of this increase is doubtless due to the fact that the German Postoffice Department encourages the press by acting as subscription agent for the newspapers and magazines, which is considered a great convenience by both the publishers and their customers.

As indicating how Germans appreciate their beloved poet Schiller, recent statistics show that over two hundred million volumes of his works have been sold in the fatherland, from 1850 to 1900. Their value represents a milliard of marks. But, as Schiller died in 1805, this popularity was of no benefit to him. Like most poets, he was ever bothered by lack of money, and his early death is believed to have been due to his financial troubles and a constant struggle to make both ends meet.

It is reported from Munich that Dr. C. von Arnhard has invented and patented a photographic method of reproducing illustrations and letterpress without the aid of a camera. By means of a special frame he secures the contact of the original with a sheet of specially prepared silverbromid paper. From the back of the latter he projects through it the rays of an "Osram" lamp, which, being reflected back from the subject, actinically affect the sensitized surface. This being developed gives a copy in reverse. From this positives may be secured, or printingplates produced by the usual photoengraving methods. Doctor Hauberrisser recently demonstrated the new process before an interested gathering of scientists, librarians and military officers, at Munich. The idea is certainly novel, and if it proves practicable will meet with a general welcome from the graphic trades.

FRANCE.

It is shown by statistics that thirty per cent of the compositors and as high as sixty-five per cent of the lithographic draftsmen of France suffer from shortsightedness. The conditions under which they work are blamed for this alarming defect.

M. DE QUILLACQ, of the Foucher typefoundry, at Paris, has completed a new typecasting machine, which produces

type at a rate of fourteen thousand letters per hour. It is announced that the machine is on exhibition at the Printing Trades Exposition in London. Four Parisian typefounders are now installing the new machine.

BELGIUM.

In order to encourage regular attendance, the Brussels Typographical Committee has decided to collect an advance fee of 5 francs from students attending its courses of instruction, which fee will be returned to those who attend punctually, supplemented by a share of the fees forfeited by those who are remiss in their attendance.

A SECOND international congress of medical men and others interested in diseases caused by work at trades is to be held at Brussels, on September 10 to 14 next. The first congress was held at Milan, Italy, in 1906. Lead poisoning and eye diseases among printers are included in the list of discussions and investigations to be taken up.

SWITZERLAND.

THE technical trade school of Zurich, which includes classes in composing, presswork, binding and design, began its summer term on April 11 last. The tuition fee is 30 francs, which includes a charge of 10 francs for the use of material.

THE oldest printer in Switzerland, Johann Baptist Elsener, has just died, in Zurich, at the age of eighty-five. To the end of his active days he worked on type as small as eight-point without the aid of spectacles. Beginning at the age of fifteen, he continued seventy years at the trade.

SPAIN.

A REMARKABLE edition de luxe of "Don Quixote" was recently issued at Barcelona, by Octavo Viader. Six copies were printed in text-letter on sheets of very thinly cut cork, with some of the larger initials illuminated by hand. The work is in two volumes, weighing less than a pound each, which are bound also in cork and inclosed in a croco-dile-leather case. A copy of this "Don Quixote" sold in England brought \$50.

HOLLAND.

An international congress of lithographers will be held in September next, at Amsterdam. One of its features will be an exposition of high-class lithographic products from all countries represented in the congress.

AUSTRIA.

HERR FRANZ PLENTL, founder of a fancy paper factory at Graz, died recently, at the age of ninety-six.

BIBLE A PERIODICAL.

William Thompson, manager of the Kalamazoo Stove Company, speaking of the human-nature element in advertising, in Printers' Ink, recites some interesting experiences in his correspondence with prospective customers. Among numerous humorous letters received by Mr. Thompson is this one: "I saw your ad. in every periodical I ever knew, and every periodical book I ever read, except the Bible." The manager says that he at once queried his advertising agent concerning this oversight, who replied that he "didn't have the rates." Here is another: "Replying to your catalogue, will say my wife has left me, and I can't tell if she'll ever come back. If she don't then I don't want the stove." A wife as a premium with a stove might have been a winner.

MACHINECOMOSITION



BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of detting results.

Death of Frederick Wicks.

The death of Frederick Wicks, inventor of the Wicks composing machine and Wicks rotary typecaster, is announced. Mr. Wicks was seventy years of age and was a journalist from his early youth. His composing machine was, perhaps, the simplest ever invented, while his rotary typecaster is capable of turning out sixty thousand types an hour. Both machines are still in use in England. At the time of his death it is said he was at work on a machine for casting and setting type.

Demand for Linotype Operators on Foreign Languages.

The Mergenthaler Linotype Company informs us that they have frequent requests for operators who can set foreign languages, particularly Spanish, on the Linotype. There seems to be an unusual demand just at present in the South American countries for Linotype operators. They would be glad to hear from operators who can set either Spanish, Portuguese, Bohemian, Polish, Russian, Swedish, Italian, or, in fact, any foreign language. It is their intention to maintain a list of operators who have filed applications with them, so as to have some one always available when a request of that kind is received.

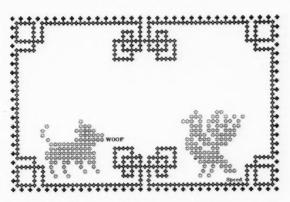
Mouthpiece Out of Position.

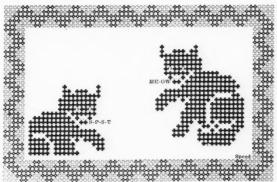
An Ohio operator writes: "Could you give me information concerning the bad face of the few end letters of the enclosed slug? The holes in mouthpiece seem to be free and open, so I can not account for it, and the metal seems hot enough; in fact, too hot, in my opinion. It acts in that manner only on the wide measure." Answer.— The imperfect face on your slugs is due to the mouthpiece being out of proper position sidewise. You will note by examination that the jet or hole on the left end of the slug is not entire, being partly cut off the heel of the left-hand liner. To remedy this defect, you may move the mouthpiece toward the keyboard about one point. This will cause the jet to come wholly inside the mold cell and then the metal discharged at this point will enter the seat of the matrices in good volume instead of in a spray as now. If you find that moving the mouthpiece is impracticable at present, then drill a hole between the first two holes and above them.

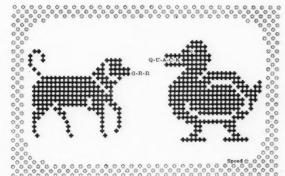
Sprung Elevator Jaws.

J. L. B., an Ohio operator, writes: "I am sending you a matrix to-day, taken from the machine. This was a blank quad line. The first time it cast all right, but on the recast a squirt occurred and this is what happened to the matrix. What's the matter with it? I backed up the machine and looked up my book, but it did the same thing over again, and kept on doing so until I fixed it. But it

seems to refuse to remain fixed. I took off the firstelevator jaws and trued them up very carefully, and was extra careful in replacing them. This stopped the trouble for about a day, then I had to do it all over again. If you can give me some new tack to work on, it will help me a lot, as I haven't got it yet. It seems, however, that I true







Some of the Linotype post-cards made by John H. Speed, 221 N. Second street, St. Louis, Missouri.

up the jaws and get them so that they will admit the matrix just freely, with no room to spare, and it will work along all right for about a day, then I get the same thing again, and upon examination I find the jaws slightly separated again, say about a point and a half or two points, yet there seems to be no extraordinary strain in the break-away after the cast—that is, not any more than ordinary. This occurs on a roman-line recast, not on a blackface." Answer.— The damage to the matrix is, of course, from the mold. The line evidently was not squabbled when it cast first, but became that way on its second

descent. This was probably caused by the back jaw, which, having been deflected, due to some strain, does not hold the matrices in place, as the back ear has insufficient support. This matrix, however, appears to have received its injury after it had moved to the right. Had the damaged matrix been at the left end of the line, would say that it was due to the yielding finger being out of position. The jaw may be deflected backward, due to the weak resistance offered by the jaw-guard. Note whether the large roundhead screw, which supports the plate in the back of the intermediate channel, is tight. It should prevent the backelevator jaw yielding as the slug is stripped from the matrix line. Note also if the elevator gibs are as tight as they should be. Measure with an inside calliper between the front and back jaw on the right end, then on the left. Make a note of these measurements by a remeasurement with the micrometer, then, after a few hours, measure the right end again to note if any change has taken place. Sometimes the separating block between the two jaws becomes damaged and does not permit a proper alignment of the jaws by the two screws. Suggest that the left screw be brought only to a bearing, while the right one be made very tight. This will tend to prevent the troublesome occurrence.

Assembler.

A North Dakota operator writes: "When assembling a line of matrices it quite often happens that a thick matrix is pushed too far toward the left and the next matrix following will, therefore, fall back on the star-wheel and fail to go into the pawls on assembling elevator. Then, should you use a spaceband, chances are, a transposition. Some spacebands are also shoved very far to the left and some matrices fail to go into the pawls at all. The starwheel seems to catch the under part or lower part of the matrices and shove them to the left, while the upper part fails to go into the pawls. The star-wheel is new and the pawls are working free and easy. The matrix catch-spring also works good. There is a space of a cap 'W' between the chute and the rails. I can bend it any old way and it will not remedy it a bit. The machine runs a little better than six lines a minute. I have tried everything to fix this trouble, but I can't do it." Answer .- The chutespring should have fredom of movement to the left; its points should incline upward a trifle. If the assembler slide is greasy, or if the brake fails to bite properly, it will move to the left farther than it should when a thick matrix enters. Examine these parts and clean them all with gasoline.

A Remedy for Leaky Mouthpiece.

A Michigan operator writes: "I notice several correspondents having trouble with leaky mouthpiece and your recommending litharge. From experience I have learned that if your correspondents will grind in the mouthpiece with emery, so it will have a good firm bearing the full length, and use sperm oil as a cement, I will guarantee no leaks. The sperm oil I get at the drug store. It can be tested by putting some on a hot mouthpiece, and if it leaves a gummy deposit it is O. K. for the purpose. Can you suggest a remedy for matrices jumping out of assembler elevator? It is usually the first matrix in the line, although sometimes in the middle of a line. Chute-spring is O. K., according to Mergenthaler Company's instructions." Answer .- If you have a uniform contact by grinding the two surfaces to a true bearing, there is no need of cement at all. In default of a close fit the need of a cement to make a close joint is imperative. The reason that

matrices bound from the assembler may be due to having too much space between the rail and the chute; to having the brake inoperative by a loose spring or worn corners; by having the catch-spring back too far. Also, if these matrices are from the first eleven channels, it may be due to the lower end of the first-assembler guide being too far from the chute-spring. Examine each of the foregoing for the cause.

Knife-wiper.

An Iowa operator writes: "The first elevator does not seem to settle at normal position as it should, coming to that position with a slight vibration at times. It seems to be worse when the first elevator is oiled. It slides easily in the gibs, and the trouble does not seem to be at that place; neither is it in the ejector, as I have tried the machine with that out. What troubles me is that it does stop all right about three out of every four lines. It makes no difference whether the machine is ejecting a slug or not, and the connecting link at the bottom of the elevator seems to be working all right. In fact, I have tried everything that would affect the movement of the elevator in the least. Furthermore, an inspector told me it was all right, but I am satisfied in my own mind that it is not. Would appreciate it if you would write and post me on the different things that might cause this trouble." Answer .- Remove the knife-wiper, and, while it is off, run your machine for an hour or so to determine if the trouble is present. The knife-wiper often causes this trouble. If you find that it works all right with the knife-wiper out, then replace it and place a wad of oily waste in the opening in which the ,rod moves up and down. This will keep the rod lubricated and prevent metal lodging there.

Pot Mouthpiece Misplaced.

A Cincinnati (Ohio) operator submits two ten-point slugs. One shows a sharp face; on the other slug the last two letters on the right side show imperfectly. The letter of inquiry is as follows: "Recently I took charge of a machine that was in bad shape. It is now working O. K. with the exception of the slug at one end, which at times gives a bad face. In setting eight-point solid I get a good face; if leaded by using ten-point liners the last two letters at the right end appear imperfect. If I build up the eight-point liners with two-point brass rule, the face appears good. Borrowed a mold from a near-by office, but the result is the same. I purchased a new right-hand liner, but it gave no improvement in the slug." Answer .- The slugs show that the mouthpiece is not in the proper position sidewise. It should be removed and placed so that the first jet on the right-hand end will show full inside the heel of the right-hand liner. When this position is correct, place a mark on the crucible in line with the vent leading from this hole, which will serve in the future as a guide in replacing the mouthpiece. The imperfect face on the right end can be remedied, if still present, by increasing the depth of the first two cross-vents on the right end of the mouthpiece. This allows the air to be more readily expelled from that corner of the mold. The adjacent jets must be free from oxid or other obstructions.

Burred Matrices.

A Dakota operator writes: "Following your instructions, I put a thin film of ink on the upper part of the metal piece which takes the place of the assembler glass, and found that nearly every matrix had a small ink spot on the lower front ear; this ear being the one that was damaged. It seemed to occur more often on matrices from

the first twenty-four channels, though once in a while a capital-letter matrix would show an ink spot. I took the metal piece off and examined it, and found that the matrices struck it about one-sixteenth of an inch from the top end. The top edge of the metal strip is beveled on the inside, or, rather, rounded off. I have also examined the assembling elevator and can find nothing at fault there. It is the simplest assembling elevator I have ever seen. I am quite sure that that burr on the lower left ear of the matrix is caused by the matrix striking the abrupt bevel on the inside of the upper part of the metal piece. I have dressed it down just a trifle, but I decided to wait until I have received further instructions. Concerning the greasy graphite on the casting point of the matrix, I am at a loss to say how it got there, because the mold was thoroughly cleaned before it was put in, but I will examine the machine immediately and I don't doubt that I will find some more of that vaselin oozing out. Would it be a good plan to dress off that burr on the damaged matrices?" Answer .- The assembler piece which you dressed off to a greater bevel might be made smooth with fine emery-cloth, and the burred matrix ears may be dressed with a fine file. It would also be a good plan to clean with gasoline the distributor screws, box and the other parts that the matrices have contact with. No doubt there is some vaselin present somewhere.

Facewise Alignment.

A Wyoming operator writes: "(1) What happens when large and small mold-cam shoes become worn, especially the latter? (2) On transfer of line to second elevator, spaceband is occasionally left in channel. On my machine it is necessary to hold transfer finger from jumping to left, otherwise the guide on elevator does not connect with slide when elevator starts down. (3) What causes rounding of lower edges of matrices? (4) Occasionally, the last matrix in a full line, without being tight, does not seat properly in elevator jaws, and mold coming forward will bruise ears. (5) A trouble I had in using slugs on jobwork: the face of some letters become warped and it looks like the metal had tried to adhere to the matrix in the cast of line. I do not think this can be caused by old metal, as trouble has occurred with new metal as well. On examination, the matrices seem all right and are not filled up. Is there any preparation which will restore the original bright appearance without filling up the vents, into which the metal is forced, or what would you suggest? Am enclosing a samplesheet of jobwork, in which underlined letters are caused by metal seeming to warp or acting as though not enough force to get metal good and full into crevices." Answer .-(1) When the pot-cam shoes wear, they should be replaced with new parts. The result of such wear is that you will have imperfect face alignment and a weak lock-up between the pot and the mold. (2) When a spaceband remains in the intermediate channel after a line is transferred, it is usually due to the back ear slipping off of its groove in the intermediate channel. This may be corrected, to some extent, by placing a strip of leather between the intermediate channel spaceband rail (D144) and the back plate of the intermediate channel. This strip of leather will prevent the lower end of the spaceband from swinging. (3) The last matrices in a line will drop off, and, in some cases, will be held upward by the right-vise jaw, because the back elevator jaw is sprung or bent back. Also, where the pawls do not hold the matrices in the elevator. If the ears are damaged by the mold, the fault lies in some of the aforesaid mentioned causes. (4) The appearance of the marked letters seems to indicate that face alignment is

imperfect. Suggest that you replace the cam shoes, as in reply to question 1, and increase the stress of the pot-lever spring by turning in on the forward nut. This operation will tend to give a more uniform printing surface on the slug. (5) If the face of the slug is not as sharp as it should be, look to the casting mechanism. See that the plunger is cleaned daily, and that it is not loose in the well. See that you clean out the jets and cross-vents in the mouthpiece daily and that the ventage is ample. This care will tend toward sharper faces on your slugs.

Slug Delivery.

An Iowa operator writes: "In changing ejector-pawl adjustment I found that by giving the ejector blade a trifle longer stroke than it had in its first state, much better results were obtained. The trouble now is in the longer or heavier slugs sticking in the slide between knives and galley. The slug now tips all right and lights on its feet, but unless graphite is kept in the slide they will 'ball up.' I know that this galley must be good or the Mergenthaler people would not put it on, but until I am shown that it works as good as the old one, I am inclined to follow the trail of the calf that 'wabbled as he walked.' (See January INLAND PRINTER.) I have had the don't-change-adjustment-until-you-know-what-you're-doing drilled into me until I understand its meaning, but, in this case, before I changed ejector-pawl adjustment the trouble was much worse than it has been since then. I appreciate the disadvantage you are placed at in trying to diagnose a case of 'trouble' from a distance, and from a poorly written description at that, but, as clearly as I can explain it, the slug stops within about three inches of its destination and sticks there, causing the following slug to strike it, and then 'ball up.' Am going to do a little overtime trying to get it straightened out, and will let you know if I find the trouble." Answer .- In regard to the slug not sliding forward far enough in the galley, it does not appear that there is any obstruction in the chute to prevent the heavy slugs from sliding until they reach the lower end of the galley. It may be possible that the slug strikes the edge of the galley instead of the sharp buffer, and thus striking the galley they rebound. The sharp piece is intended to receive the impact of the slug and prevent a rebound. If possible, push back the catch or buffer so that the slugs strike it instead of the galley. If you find that the end of the ejector does not quite push the slug far enough, as a result of the nut on the adjusting screw working loose, it must necessarily be adjusted. That you can very well do yourself, as you understand the principles involved. Would advise you, when wide measure is on the machine, to recast lines until you have located the cause of the trouble. Examine every slug as it descends, and if any obstruction is present you can see it. Note if the shifter moves the slugs far enough to the left and then retreats to the right far enough to clear the incoming slug.

Bruised Matrix Ears.

A North Dakota operator writes: "I have had some troubles which I managed to conquer, with the exception of this one, which I will now explain. To make matters more clear, I have enclosed a matrix which shows a small burr on the edge of it, this being the trouble I am up against. The matrices are new. The verges work perfectly and the matrices drop out of the magazine naturally. I have studied this very much, and the only thing that I can notice is that the matrices strike the large glass in front of the magazine, but whether this is the cause of that burr I am not sure. As there is no assembler glass, this is not the

cause of that burr, which is more or less noticeable on all matrices that are used to any extent. The parts in the assembling elevator seem to be all right and cause no trouble whatever." Answer .- The damaged ear shows that the blow or contact is on its downward movement. Examine its path from the magazine to the assembler. Note if the matrices from the first six channels are damaged in the same manner. To make a proper examination, use a magnifying glass. Coat with a thin film of blue ink the inside upper part of the metal piece which takes the place of the lower glass. Run out a long line of the matrices into the assembling elevator; remove them and examine the lower front ears for ink. Also remove the metal assembler piece which was inked to note its condition. The right edge of the assembling elevator on some machines will cause such trouble. Examine this part in like manner. The matrix seems to carry an unusual amount of greasy graphite. Possibly you started your machine without properly cleaning out the mold. The dirt has reached the casting seat on the matrix. It would be a wise plan to examine every part which has contact with the matrix ears and note if all are free from grease.

Recent Patents on Composing Machinery.

Typograph.— J. B. Allen, Detroit, Mich. Filed October 5, 1906. Issued May 3, 1910. No. 956,790.

Slug-casting Machine.— F. Schimmel, Berlin, Germany. Filed August 24, 1905. Issued March 24, 1910. No. 953,237.

Line Support for Monotype.— C. K. Rieck, St. Paul, Minn. Filed June 14, 1909. Issued April 19, 1910. No. 955,839.

Typesetting Case.— J. S. Duncan, Chicago, Ill., assignor to Addressograph Company, Chicago, Ill. Filed March 1, 1909. Issued May 3, 1910. No. 956,691.

Type Mold.— H. H. Hardinge, Chicago, Ill., assignor to Wiebking, Hardinge & Co., Chicago, Ill. Filed July 6, 1909. Issued April 5, 1910. No. 954,028.

Quick-change Multiple Magazine Linotype.—H. Pearce and J. E. Billington, Broadheath, Eng. Filed August 19, 1908. Issued April 12, 1910. No. 954,459.

Linotype Matrix.—C. W. Grasnick, Berlin, Germany, assignor to Carl Radermacher, Godesberg, Germany. Filed June 25, 1907. Issued April 26, 1910. No. 956,337.

Knife Block.— H. Plant. Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed February 25, 1910. Issued April 19, 1910. No. 955,681.

Linotype Junior.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergen-ler Linotype Company, New York. Filed March 3, 1909. Issued April 1910. No. 955,695.

Type Embossing Machine.— J. S. Duncan, Chicago, Ill., assignor to ddressograph Company, Chicago, Ill. Filed August 12, 1907. Issued April 2, 1910. No. 955,116.

12, 1910. No. 955,116.

Keyboard Escapement.— J. R. Rogers, New York city, assignor to Mergenthaler Linotype Company, New York. Filed November 3, 1908. Issued April 5, 1910. No. 953,764.

Distributor Box.— C. D. Hartley, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed February 2, 1910. Issued April 26, 1910. No. 956,344.

April 26, 1910. No. 956,344.

Linotype Junior Spaceband.—R. G. Clark, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company. New York. Filed October 31, 1908.

Issued April 19, 1910. No. 955,764.

Linotype Magazine Distributor.—G. D. Hartley, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed January 4, 1910. Issued April 5, 1910. No. 953,745.

Keyboard-justification Index.—T. Lanston, Washington, D. C., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed March 29, 1905. Issued March 22, 1910. No. 952,621.

Letter-spacing Record Slip.—F. H. Pierpont, Horley, Eng., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed December 8, 1908. Issued March 22, 1910. No. 952,632.

Keyboard-units Measuring Mechanism.—F. H. Pierpont, Horley, assignor to Lanston Monotype Machine Company, Philadelphia, Pa. December 8, 1908. Issued March 22, 1910. No. 952,631.

Matrix-dimensioning Machine.— J. S. Bancroft and M. C. Indahl, Phila-delphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed August 13, 1906. Issued March 22, 1910. No. 952,996.

"UNPACK MY HEART WITH WORDS."

Your two new ideas evaporate before the antiquity of your utter capitulation to the eternal feminine by gluing your tottering tower of flattery together with the most exultant Schopenhauer-Ibsen lie ever plastered upon the dulcet sex of preferred fabrications and dissemblings, Mr. Buchanan .- Amy Leslie, in the Chicago News.

DICTATED INTO A FORTUNE.

In the foreword to an article in the Bookman on the publishing houses of France, Alfred F. Sanborn includes an account of the negotiations through which Albert Lacroix, the young Belgian, came to publish Victor Hugo's "Les Miserables." When Lacroix was told that Hugo had finished the work he swore solemnly to his partner, "'Les Miserables' shall be mine!" He thereupon dispatched a letter to the author, declaring he would accept any conditions and accede to any demands. The negotiations were proceeding rapidly, through Hugo's son, Charles, who was acting for his father, when the author expressed a desire to meet Lacroix, and invited the latter to visit him. Mr. Sanborn describes the interview as follows:

"Immediately after lunch the poet set about dictating to the publisher a contract remarkable for its precision and prudence. Lacroix was not a little troubled as he wrote: he bound himself to disburse sums of which he did not possess the first sou. Where should he find the 125,-000 francs to be paid on the delivery of the manuscript? . . It only remained for the contracting parties to place their signatures at the bottom of the document. As he was about to sign, Albert Lacroix was seized with a strange scruple. He discerned, upon a corner of the desk, an enormous pile of blackened sheets. It was the manuscript of the first two volumes of 'Les Miserables.' He would have liked to touch them, to turn them over, to run his eye through them. Timidly, he confessed this desire.

"' May I - examine - a little - the manuscript?' "The hand of Hugo fell heavily upon the sheets. "'No. It is impossible. . . . Suppose it is blank paper. I have put my name there. That suffices.'

"Lacroix yearned to have the earth open and engulf him. He had offended his poet, his god. How expiate such a piece of tactlessness? He lifted toward him eyes charged with repentence. Then, seizing the contract, he affixed his signature beside that of Victor Hugo."

Mr. Sanborn then relates how the book was published simultaneously in Paris, Brussels, Leipsic, London, Milan, Madrid, Rotterdam, Warsaw, Budapest and Rio de Janeiro. Six hundred thousand copies were sold, netting the young Belgian 1,000,000 francs - which was considered a big fortune in those days.

HOW PERFECTLY TRUE!

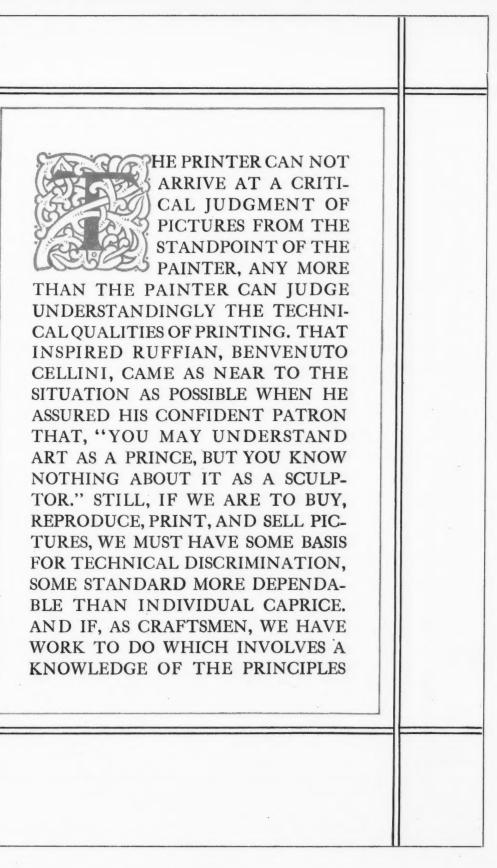
[W. E. Griffin, in Missouri School Journal.]

It was found that the subject-matter of mathematics lies embedded in that transcendental subjectivity which determines experience, and which modifies fundamentally both perception and thinking. . . . A great deal might be written, in fact, on the transcendental necessity of mathematical science.* . . . To begin with, it is obvious that without space, given transcendentally either as a naked condition of the sensibility or as a pure concept of the intelligence, geometry as a science would be impossible.† . . . Geometry is the science of synthesizing the pure intuitions or concepts of space. ‡ . . . I sincerely trust that my countrymen will rise in their manhood and show the world that they rank higher than mere apes.§

^{*} Go ahead and write it. † Absolutely. ‡ Precisely. § Gentlemen, here is an appeal to our patriotism. Let us rise! We will be one of fifty to

⁻ Reproduced with notations by B. L. T., "Line-o'-Type," Chicago Tribune.

MINNEAPOLIS marriage-license: "Willie Goslin and Philipena Brute." Poor Willie!





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A. M. BERCHOFF, Cashier
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BRUCE RICHARDS, Pres. Fall & Leed



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THE bank was organized in March, 1900, with a capital of \$900,000, and opened for business on the 6th of May following, in the National Building. From the date of its opening the Bank met with great favor and received a liberal share of patronage. Its growth was rapid and continuous, and in a few years it took high rank among the leading financial institutions of this city.

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TE TAKE GREAT PLEASURE IN ANNOUNCING OUR ANNUAL SPRING DISPLAY OF CHOICE MILLINERY WHICH WE CONSIDER BY FAR THE BEST AND MOST COMPLETE LINE WE HAVE EVER HANDLED. ESPECIALLY INTERESTING AND UNUSUAL ARE THE LATEST PARISIAN DESIGNS WHICH WE ARE NOW EXHIBITING. OUR LARGE VARIETY OF LATEST CHANTICLER HATS IS UNEQUALLED

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BOOKLET WORK





Announcement

During the coming year Mr. George H. Martin of San Francisco, the celebrated painter and illustrator, will give a series of six lectures and will conduct classes in advanced composition. Other lectures will be given during the season.

Academy of Fine Arts
Denver, Colorado

THE · CENTRAL · BANK OF KANSAS CITY MO.



MARKABLE GROWTH OF THIS BANK BEING A SHORT HISTORY OF THE RE-



TELLING OF THE WONDERFUL **GROWTH OF THIS INSTITUTION**



10th 1894. In the short space of sixteen years, it has become one of the greatest it has capital and surplus of \$5,000,000 and deposits amounting to \$24,000,000, belonging to more than bers to its stock pay in a surplus of \$100,000. Thus it was able to start out on a firm financial foundation which HE CENTRAL BANK was organized in 1893 and commenced business April 000 capital and a paid-in surplus of \$100,000. Today 72,000 depositors. At the outset it established a precedent in this part of the country by having the subscrihas been continually strengthened until it has reached financial institutions of the West. It began with \$500,

The management of The Central Bank has always heen of a conservative character. Sufficient proof can

the impressive showing of today.

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EXECUTED IN METALS,
WOOD AND STONE.
ALSO CONCRETE
AND CEMENT VAULTS
FOR ALL PURPOSES



GILLES & COMPANY CHICAGO



BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

We show herewith the photographs and brief biographies of the prize-winners in the business-card contest, together with a complete list of names of the contestants. As announced in the May number of THE INLAND PRINTER, the first prize, \$25, was won by Walter E. Brock, San Francisco, California; the second prize, \$15, was won by Max Albert, Jr., Milwaukee, Wisconsin; the third prize, \$10, was won by Theodore Backen, New York city; and the ten \$3 prizes were won by A. R. Gaskill, Helena, Montana; Otto Herman Miller, Hyde Park, Massachusetts; H. Rudgin, Roxbury, Massachusetts; Will J. Cota, Burlington, Vermont; Austin M. Reblin, Boston, Massachusetts; L. A. Johnson, Beachmont, Massachusetts; George Macbeth, Buffalo, New York; F. L. Crocker, Jersey City, New Jersey; Arthur G. Hallett, East Liverpool, Ohio, and John H. Woods, Atlanta, Georgia.

Following are brief biographies of the prize-winners:

Walter E. Brock.—Served apprenticeship in the office of the Jordan Printing Company, Oakland, California. Now compositor with C. A. Murdock & Co., San Francisco, California. Thirty-two years of age.

Max Albert, Jr.—Served apprenticeship with Schueppert-Zoeller Printing Company, Milwaukee, Wisconsin. Now with the South Side Distributing Company, same city. Twenty years of age.

Theodore Backen.—Served apprenticeship in Flekkefjord, Norway. Came to United States in 1901. Now with C. S. Hammond & Co., New York city. Thirty years of age.

L. A. Johnson.—Served apprenticeship with the Educational Press, Dorchester, Massachusetts. Now with the E. L. Hildreth Company, Brattleboro, Vermont. Twenty-six years of age.

Otto Herman Miller.— Recently apprentice with the North End School of Printing, Boston, Massachusetts. Seventeeen years of age.

George Macbeth.— Served apprenticeship with Bingham & Webber, Toronto, Canada, and the Matthews-Northrup Works, Buffalo, New York. Now with R. H. Connor & Co., Buffalo, New York. Forty-four years of age. John H. Woods.— Served apprenticeship in Lynn, Massachusetts, and with the Sparrell Print, Boston, Massachusetts. Now with the Foote &



Walter E. Brock, San Francisco, Cal. First place.

Davies Company, Atlanta, Georgia. For the past two years instructor of the evening class in the school of printing conducted by the Boys' Club of Atlanta.

Austin M. Reblin.—Served apprenticeship in Gloucester, Massachusetts.

Now with the Sparrell Print, Boston, Massachusetts.

H. Rudgin.— Served apprenticeship with S. J. Todman & Co., Boston, Massachusetts. Now with the Sparrell Print, same city. Twenty-four years of are

Will J. Cota.—Served apprenticeship in Burlington, Vermont. Now foreman of composing-room of the Wells & Richardson Company, same city. Thirty-five years of age.

Arthur G. Hallett.—Served apprenticeship on the Advocate, Archbold, Ohio. Now foreman of composing-room of the Joseph Betz Printing Company, East Liverpool, Ohio. Twenty-seven years of age.

Following is a complete list of the contestants:

LIST OF CONTESTANTS IN BUSINESS-CARD CONTEST.

Ackerman, John, Cleveland, Ohio, Adams, E. H., Spring Valley, Minn. Aitken, Wm. B., Glasgow, Scotland. Albert, Max, Jr., Milwaukee, Wis. Allen, O. W., Troy, N. Y. Alley, Lytton, Nashville, Tenn. Allman, S., Southbridge, Mass. Anderson, C. J., Omaha, Neb. Anderson, Sidney, Racine, Wis. Apsel, Maurice, Detroit, Mich. Askin, M. J., Belvidere, Ill. Auld, William, Glasgow, Scotland. Backen, Theodore, New York, N. Y. Bailey, Clarence T., Fulton, N. Y. Bailey, Edw. E., Centre Hall, Pa. Bailey, T. H., Wilmington, Del. Baird, Robt., Jr., Crosshill, Glasgow, Scotland.

Baker, Fred E., New York, N. Y.
Ball, Will, Logansport, Ind.
Banning, J. Ernest, Hendersonville,
N. C.
Barfield, T. W., Wilmington, N. C.

Barnes, John T., Shaw Heath, Stockport, England. Barnhart, P. E., Columbia, Mo. Barrows, Geo. E., Mattapoisett, Mass. Bay, Chester, Williamsport, Pa. Beattie, Milton, Benton Harbor, Mich. Beaver, Joseph, Grand Rapids, Mich. Benner, Thos. W., Salem, N. J. Bennyhoff, Will F., Great Falls, Mont. Berdon, M. A., Seymour, Ind. Berghoefer, Bud, Detroit, Mich. Bernet, Emil. Southbridge, Mass Betts, S. H. M., New York, N. Y. Binney, Thos. W., Salem, N. J. Black, Eli, Cleveland, Ohio, Blackburn, H. S., Tacoma, Wash. Bobo, Ned, Bluffton, Ind. Bodell, Art E., Wausau, Wis. Bogasse, Sam L. Bohrmann, Adolph A., Summit, N. J. Bohrer, Geo. W., Rochester, N. Y. Botz, Frank C., Sedalia, Mo. Box, Richard T., Quonah, Tex. Boylin, Ira E., Nashville, Tenn. Bradley, C. A., Hillsdale, Mich. Bradshaw, W. G., Saratoga Springs, N. Y.

Bradshaw, W. G., Saratoga Springs, N. Y. Brink, Oscar, Carthage, Ill. Brizzie, H. G., Meriden, Conn. Brock, Walter E., San Francisco, Cal. Bronson, E. E., Los Angeles, Cal. Bryan, Fred, Bellefonte, Pa. Buker, Frederick E., New York, N. Y. Burnell, L., Morganza, Pa.
Butler, W. G., Twin Falls, Idaho.
Byrnes, Floyd, Pueblo, Colo.
Cain, Al S., Provo, Utah.
Camp, Josephine, Mobile, Ala.
Cant, Jas. P., Detroit, Mich.
Carlsraud, Chas. H., Chicago, Ill.
Carter, H. P., Memphis, Tenn.
Chaney, E. T., Winnipeg, Man.
Chamberlain, Jas. L., Seattle, Wash.
Chapman, Ernest L., College View,

Neb.

Neb.
Church, M. F., Bethlehem, Pa.
Churchill, Geo. W., Weedsport, N. Y.
Clemas, Frank, London W., Ont.
Coffelt, R. M., Junction City, Kan.
Coleman, G. C., Lynchburg, Va.
Connolly, Timothy J., Herrin, Ill.
Cook, Harry, Cumberland, Wis.
Cota, Will J., Burlington, Vt.
Coyle, M. Delvaux, Frankfort, Ky.
Craig, Omar C., Tarentum, Pa.
Craig, Rupert T., Winters, Tex.
Crocker, F. L., Jersey City, N. J.
Cross, W. Herbert, Phillipsburg,
N. J.

Cushman, H., Warrensburgh, N. Y. Cutcliff, J. E., Reading, Mass. Dakin, G. Bathurst, Truro, N. S. Dana, E. C., Woodstock, Vt. Daugherty, E. E., Oil City, Pa Davidson, Samuel, Cambridge, Mass. Davis, Jas. H., Cleveland, Ohio. De Bock, H. J., Cleveland, Ohio. Decond, Philip G., New Orleans, La. De Laney, C. B., Hammond, Ind Dellert, William C., Brooklyn, N. Y. Derr, A. C., Bellefonte, Pa. Devlin, R. E., Saratoga Springs, N. Y. De Witt, Philip L., Rockford, Ill. Dibble, Ora L., Magnolia, Miss. Dies, Chas., Milwaukee, Wis Dinn., Wm. F., New York, N. Y. Dixon, Thos. H., Buffalo, N. Y. Dochtermann, C. Wm. F., Baltimore, Md.

Md.

Dodd, W. L., Post City, Tex.

Doyen, Noran, Gibsonburg, Ohio.

Doyle, Wm. L., Cleveland, Ohio.

Dressler, W. S., Camden, N. J.

Dreyfuss, M. W., San Francisco, Cal.

Dutra, Fred, Los Angeles, Cal.

Easton, R. M., Ottawa, Ont.

Edmeyer, Michael, St. Paul, Minn.

Erickson, F. S., Chicago, Ill.

Eslinger, Henry, Allentown, Pa.

WINNERS IN THE BUSINESS-CARD CONTEST



Max Albert, Milwaukee, Wis. Second place.



Theodore Backen, New York city.
Third place.



H. Rudgin, Roxbury, Mass. Sixth place.



Will J. Cota, Burlington, Vt.



Austin M. Reblin, Boston, Mass. Eighth place.



L. A. Johnson, Beachmont, Mass. Ninth place.



Geo. Macbeth, Buffalo, N. Y. Tenth place.



Arthur G. Hallett, East Liverpool, Ohio. Twelfth place.



John H. Woods, Atlanta, Ga. Thirteenth place.

Eubank, R. T., Galveston, Tex. Evans, Alfred N., Columbia, Mo. Evans, Ira Leon, Concord, N. H. Fabutis, Walter D., Waterbury, Conn. Feldhake, Jos. A., Effingham, Ill. Fells, R., Cincinnati, Ohio. Ferguson, D., Walla Walla, Wash. Fernald, W., Brooklyn, N. Y. Fernberg, Anderson, Readville, Mass. Fiedler, Ernst A., Lynchburg, Va. Finlay, J. Herbert, Hartford, Conn. Finochietti, Silvio, Cambridge, Mass. Fisher, John J., East Walpole, Mass. Fitzer, Horace E., Ilion, N. Y. Flayhart, W. H., Towson, Md. Fletcher, Willoughby, Windsor, Ont. Ford, C. S., Montpelier, Ohio. Ford, G. E., Norfolk, Va. Foster, Claude A., Lake Geneva, Wis. Franklin, B., Aransas Pass, Tex. Franks, H. R., Birdland, London, Canada.

Frazier, J. L., Lawrence, Kan Fredrickson, J. C., Chicago, Ill. Freeburg, H. J., Irvin, Pa. Freese, John H., Lucas, Kan. French, W. R., Rockford, Ill. Frommader, E. A., Moline, Ill. Funke, Geo. C., Westfield, N. Y. Gammon, C. A., Syracuse, N. Y. Gardner, A. Washington, Dallas, Tex. Gaskill, A. R., Helena, Mont. Gates, Pete, Los Angeles, Cal. Gerndt, E., Wausau, Wis. Gibson, D. E., Williamsport, Pa Gibbs, C. Walter, Weedsport, N. Y. Gilbert, W. J., Scranton, Pa. Glass, Frank W., Wooster, Ohio. Gleason, Elmer F., Worcester, Mass. Godwin, Arthur J., Mt. Airy, Philadelphia, Pa.

Goldsmith, Warren, Everett, Mass. Gomes, John P., Honolulu, Hawaii. Goodmansen, A. P., Salt Lake City, Utah.

Gorley, William A., Glasgow, Scotland. Kuehn, Gustav A., Paterson, N. J. Grady, George R., Worcester, Mass. Kunz, Arthur R., Rochester, N. Y. Grady, George R., Worcester, Mass. Grant, V. W., Atlanta, Ga. Green, H. Emmet, Anthony, Kan. Greene, Chas. J., Jellico, Tenn Gress, Walter B., Brooklyn, N. Y. Greig, James, Detroit, Mich. Grier, Harold, Fulton, N. Y. Griffith, Robt., Jr., Townhead, Glas-

gow, Scotland. Griffiths, J. Arthur, Washington, Pa. Guenley, Ed. J., San Francisco, Cal. Gustafson, Paul, Lindsborg, Kan. Haime, Harry, Cambridge, Mass. Halderman, Samuel B., Jersey City,

N. J. Hall, J. Herbert, Hamilton, Ont. Hallett, Arthur G., E. Liverpool, Ohio.

Handley, Harry S., Toronto, Ont. Handley, Walter H., Toronto, Ont. Harmon, W. H., Biddeford, Me. Harris, Jas. R., Chippewa Falls, Wis. Harris, John R., Sundance, Wyo. Hathaway, A. J., Ottumwa, Iowa. Haugen, Martin, St. Cloud, Minn. Hawkins, A. D., Springfield, Ill. Heckler, C. E., Bethany, Ill. Heddesheimer, Henry A., Hamiota, Man.

Hemperdy, W. B., Jr., Williamsport,

Henderson, R. C., Salt Lake City, Utah.

Hensen, Chas., Galveston, Tex Heuslein, I. Leonard, Davon, Pa. Hilling, King, Uniontown, Pa. Holbrook, Mrs. M. F., Wellfleet, Mass. Holtmeier, H. C., Cincinnati, Ohio. Hopkins, Norman, Philadelphia, Pa. Horton, Charles Francis, Greenwich, Conn.

Houghland, Wm. F., Brooklyn, N. Y. House, H. K., Detroit, Mich. Houtkamp, John, West Philadelphia,

Hughes, Thos. J., Mt. Vernon, N. Y. Hull, Howard C., Asheville, N. C. Hummel, C. R., Scranton, Pa. Hultgren, A. L., Junction City, Kan. Hussion, Tom, Galveston, Tex. Irvin, Jos. B., Galveston, Tex. Jacks, Harry L., Girard, Kan. Jackson, Arthur, Grants Pass, Ore. Jackson, R. W., Red Oak, Iowa Jacobson, Harold, Davenport, Iowa. James, Paul L., Springfield, Ill. Janda, Charles, Chicago, Ill. Jarvis, Warren H., Santa Cruz, Cal. Johnson, Jas. Y., Jacksonville, Fla. Johnson, L. A., Beachmont, Mass Johnston, Robt., Bridgeburg, Ont. Jones, A. M., Hamlet, N. C. Jones, E. L., Roanoke, Va. Jones, R. M., Leavenworth, Wash. Jones, Walter B., Edmonton, Alta. Jordan, Otto F., Cleveland, Ohio. Kennedy, Earl B., Findlay, Ohio, Kerntopf, Karl, New York, N. Y. Kiessling, Fred W., Williamsport,

Pa. King, Isham, Greensboro, N. C. Kinner, B., Curba, N. Y. Kirk, James P., Elizabeth, N. J. Klaffenbach, Clarence E., Muscatine, Iowa.

Klaffenbach, Harry C., Muscatine,

Iowa. Kline, J. M., Hartford, S. D. Kline, Norman E., Flemington, N. J. Kneeland, J. B., Waukegan, Ill. Kotsybar, John, Cleveland, Ohio. Koockogey, G. Walton, Everett, Wash. Koockogey, J. Elmer, Baltimore, Md. Kramer, N. M., Chicago, Ill. Kreiling, Herman J., Carlstadt, N. J. Krejci, Chas., Cleveland, Ohio. Lachman, David, Newark, N. J. Larzelere, Samuel, Philadelphia, Pa. Leahy, Francis John, Eldora, Iowa. Leeman, Billy, Pecos, Tex. Leggett, H. W., Ottawa, Canada. Lerch, Calvin O., Dayton, Ohio. Lester, Leon, Kinsley, Kan. Lewis, A. H., Eldorado Springs, Mo. Lewis, J. Warren, Ogden, Utah. Liberman, Phineas, New York, N. Y. Lilliston, O. L., Philadelphia, Pa. Linney, Albert T., Lexington, Ky. Linto, William Stanley, Gloversville,

N. Y. Littlepage, Posey, Madisonville, Ky. Logan, John H., South Whitley, Ind. Looby, A., Helena, Mont. Lord, Victor M., Salem, Mass. Lorentz, P. H., Buckhannon, W. Va. Loser, Henry J., Jr., Nashville, Tenn. Lukes, William, Detroit, Mich. Lyle, Chester A., Washington, D. C. Lyons, Owen E., Easton, Pa. Lyons, Owen E., Phillipsburg, N. J. Macbeth, Geo., Buffalo, N. Y. MacDonald, D. R., Detroit, Mich. Macdonald, James L., Hillhead, Glasgow, Scotland. MacKenzie, Colin A., Fort William,

Ont.

MacKenzie, E., London, Ont. Mackenzie, Howard W., San Rafael, Cal.

McCall, James A., Topeka, Kan. McConachie, Jas., Chicago, Ill. McCusker, James, Niagara Falls, N. Y.

McClymont, R. J., Edmonton, Alta. McFarland, Leslie F., Cleveland, Ohio. McGinnis, Earl, Lewistown, Mont.

McGrory, E. M., Chicago, Ill. McHenry, Vincent J., East Oakland,

Cal. McIntyre, William Y., Glasgow, Scotland.

McQuitty, Guy, Columbia, Mo. McSorley, Frank J., Wilmington, Del. Magee, W. C., Philadelphia, Pa. Malmgren, Frank, Rock Island, Ill. Marshall, E. R., Wyoming, Iowa. Maule, Andrew, Garnethill, Glasgow,

Scotland. Melchinger, William L., Irvington, N.J.

Merath, Frank J., Galveston, Tex. Merton, Will, Fulton, N. Y. Meier, Frank B., Syracuse, N. Y. Metzger, Conrad C., N. Tonawanda, N. Y.

Meyer, Fred C., Troy, N. Y. Miller, H. A., Sheridan, Wyo. Miller, H. J., Philadelphia, Pa. Miller, M. E., Fairmont, W. Va. Miller, Otto Herman, Hyde Park,

Mass. Miller, R. B., Hampton, Va. Mitchell, J. P., Chicago, Ill. Miterko, M. A., Uniontown, Pa. Moriarty, J. F., New Orleans, La. Morgan, Clyde, Rockford, Ill. Mullen, H. J., Philadelphia, Pa. Nash, T. E., Ritzville, Wash. Neil, Ray B., Milford, Iowa. Neiswanger, O. W., Colby, Kan. Nelson, Arthur, Brooklyn, N. Y. Nelson, Elmer D., London, Ont. Nelson, Olaf, Brooklyn, N. Y. Ness, Albert K., Cheboygan, Mich. Newcomer, S. A., Elizabeth, N. J. Newkirk, Walter D., Elmer, N. J. Nidermaier, Henry, Cleveland, Ohio. Noe, Vance R., Estherville, Iowa. Novogrod, B., New York, N. Y. O'Brien, Harry, Anaconda, Mont. O'Connor, John C., Newark, N. J. O'Grady, M. R., Regina, Sask., Canada. Older, Will H., Cuba, N. Y. Olsen, Carl T., Everett, Wash. Olson, Oliver N., East Boston, Mass. O'Neal, Geo. W., Norfolk, Va. Osborne, F. L., Greenwood, S. C. Overton, A. C., Atchison, Kan. Paddock, L. B., Barrington, 111. Padgett, Grover C., Fulton, N. Y. Padgett, Rodney, Norfolk, Va. Page, A. E., Niagara Falls, N. Y. Park, R. Lionel, Truro, N. S. Patterson, R. E., New Martinsville,

W. Va. Peck, Lynn J., Oneonta, N. Y. Pedersen, P. V., Salt Lake City, Utah. Peterson, E. F., Galveston, Tex. Peterson, Edgar A., Red Oak, Iowa. Peterson, Emile, Galveston, Tex. Pettijohn, D. W., Ritzville, Wash. Petrak, Ludwig, Detroit, Mich. Phelan, Thomas F., Brooklyn, N. Y. Pierret, Wm. P., Muscatine, Iowa. Pierson, Otto C., Red Oak, Iowa. Poe, J. Wilson, Glasgow, Scotland. Porter, D. A., Minneapolis, Minn. Potter, J. Sherman, Boston, Mass. Prastmark, Albert, Crary, N. D. Price, E. G., Port Arthur, Ont. Priske, Anthony, Erie, Pa. Prokop, Fred, Milwaukee, Wis. Pullan, John, Glasgow, Scotland. Reblin, Austin M., Boston, Mass. Redd, C. C., Wilmington, N. C. Reeder, C. D., Jeffersonville, Ind. Reeder, Edwin F., Ogden, Utah. Reeve, Fred L., Ottawa, Ill. Reid, Albert G., Boston, Mass. Reid, John, Jr., Glasgow, N. B. Reynolds, John P., New Castle, Del. Rhodes, Frank, Verdun, P. Q., Canada.

Richardson, Will T., Gomez, Tex. Riggs, Albert R., Cincinnati, Ohio. Rinehart, C. L., York, Pa. Ringenback, Edward, St. Louis, Mo. Ringsmuth, L. J., Cedar Rapids, Iowa. Rubottom, Z., Alva, Okla. Rudd, Joseph, Warrington, Lanca-

shire, England. Rudgin, H., Roxbury, Mass. Russell, G. W., London, Canada. Saldinger, J., New York, N. Y. Sanford, De Forest, Santa Cruz, Cal. Sanford, Mort. W., Faribault, Minn. Sargent, Leon C., Manchester, N. H. Sayles, Wm. W., Devils Lake, N. D. Schach, Elmer E., Fulton, N. Y. Schauinger, Edward M., New York,

Schmidt, R. A., Newark, N. J. Schmitt, Wm. B., Louisville, Ky. Schneider, Gus J., Jr., Elizabeth, N. J.

Schneider, W. F., Vancouver, Wash. Schroeder, Wm., Cleveland, Ohio Schroeder, W. J., Lake Geneva, Wis. Schwam, Ralph, Wooster, Ohio. Schwensen, Wm., Chicago, Ill. Schwerettner, Chas., Louisville, Ky. Schwiderski, Walter H., Chicago, Ill. Schuda, P., Erie, Pa. Schuessler, Geo. L., St. Paul, Minn. Schuessler, Ray, Chicago, Ill. Scully, T. E., Yonkers, N. Y. Seither, F., New Orleans, La. Seitz, Geo. F., Philadelphia, Pa. Selby, Geo. L., West Collingswood,

N. J. Sessions, C. A., Granite, Okla. Shepherd, R. W., Portsmouth, Va. Showalter, R. D., Fremont, Neb. Shrope, H. E., Washington, N. J. Sibley, Wm. H., Duluth, Minn. Silve, Dave, Jersey City, N. J. Silverman, Louis, Chicago, Ill. Simkins, C. E. J., Palo Alto, Cal. Singleton, C. E., Atlanta, Ga. Skillman, Herbert I., Philadelphia,

Pa. Skoglund, John, Vancouver, Wash. Slagle, George A., Toledo, Ohio. Slim, Andrew, Erie, Pa. Smith, Chas. Edward, Barnesboro.

Pa. Smith, Earl M., El Paso, Tex. Smith, Frank J., Hamilton, Ont. Smith, H. Frank, New York, N. Y. Smith, H. Stewart, Colorado Springs,

Colo. Smith, Rudolph, Glendive, Mont. Smith, Rudolph, Beach, N. D. Spencer, Rae, Worcester, Mass. Speth, John N. Spurrier, W. D., Salt Lake City, Utah. Stafney, Anton S., Geneva, Ill. Steinle, Edward R., New York, N. Y. Stephenson, Chas., Quanah, Tex. Steuerwald, Frank A., Pittsfield, Mass. Stevic, James O., Topeka, Kan. Stillwagner, Cal A., Salt Lake City,

Utah. Stone, C. D., Toledo, Ohio. Stover, Norfolk, Va. Straub, Wm., Galveston, Tex. Streeter, R. T., Worcester, Mass. Sunden, Sven M., Harrington Park,

N. J. Suttis, Brenton, Truro, N. S. Suydam, N. M., Wickenburg, Ariz. Sweet, Preston M., Bellows Falls, Vt. Taylor, Elmo, Nashville, Tenn Thiele, Wm. G., Beloit, Wis. Thomson, Will H., Detroit, Mich. Thunberg, B. A., Boston, Mass. Toner, Edward J., Glasgow, Scotland.

Torrance, James G., South Manchester, Conn.

Trimmer, William H., York, Pa. Triplett, W. O., Manton, Mich. Twyman, Thos. G., Ottawa, Ont. Udell, Bertram B., Highland Park,

111. Uhlen, Bernard, St. Louis, Mo. Vale, S. W., Niagara Falls, Ont. Van Etten, Grant, New York, N. Y. Van Sciver, Norfolk, Va. Van Trump, Carl, Rochester, Ind. Veitch, John, Glasgow, Vellyette, W. K., Detroit, Mich. Verburgh, J. P., Milwaukee, Wis. Volkman, W. H., Milwaukee, Wis. Vollmer, Edward C., Wichita, Kan. Wade, Willis W., La Crosse, Kan. Wallace, Lew O., Anderson, Ind. Walther, Ed, Detroit, Mich. Ward, J. Cephus, Truro, N. S. Warner, L. B., Prince Rupert, B. C. Warner, W. S., Chicago, Ill. Warren, John, Chicago, Ill.

Wegscheider, Rob, St. Paul, Minn.
Weiler, G., Boston, Mass.
Wells, Harry, Morganza, Pa.
West, Chas. H., Kansas City, Mo.
White, S. H., Rock Hill, S. C.
Whitehill, A. B., Wilkinsburg, Pa.
Wicker, Edgar J., Raleigh, N. C.
Wilkins, A. R., Seattle, Wash.
Wilson, Frank R., Ambridge, Pa.
Wilson, Jas. S. G., Glasgow, Scotland.
Winburn, Oscar E., New York, N. Y.
Wismer, H. D., Fulton, N. Y.
Woernle, Julius, Baltimore, Md.
Wolcott, Fred E., Fulton, N. Y.
Woodis, Winfred Arthur, Worcester,
Mass.

Mass.
Woods, Geo. E., Hamilton, Canada.
Woods, John H., Atlanta, Ga.
Worley, Milton R., Norfolk, Va.
Wright, W. H., Wimbledon News, N. D.
Wysong, H. B., Winchester, Ind.
Yager, N. C., Detroit, Mich.

The Title-page Contest.

Entries to the title-page contest are coming in at a rapid rate, and much interest is manifested in the competition. It is hoped that, owing to the interesting nature of a title-page as a subject, this contest will even surpass the record-breaking business-card contest. Read the rules and conditions given herewith and send your entries in early.

Patent-leather Tint-blocks.

The insert of patent-leather tint-blocks, shown in the March number of The Inland Printer, has aroused much interest and comment, and from the requests for information regarding the purchase of patent-leather, etc., which we have received, we conclude that a large number of printers are making use of this valuable adjunct in the production of unusual printing. Among the letters that we have received on this subject, one from Mr. Peder Jenseth, of Chehalis, Washington, is especially interesting, in that it contains valuable information regarding the handling of

TITLE-PAGE CONTEST

THE COPY

T. The Marshall & Jackson Company, Musical Instruments and Sheet Music, 376 Madison Avenue, Harris, Maine. Catalogue for 1910.

THE RULES

Q. The size of the page is to be 6x9 inches, but the size of the form may vary according to the taste of the compositor. Seven proofs are to be submitted, maled flat, not two colors—black and red—upon white stock, preferably smooth. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. Reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he see fit. All entires must be seddeneed to Jo Composition Department. The Inland Printer, 130 Shorman Street, Cheego, Ill.

THE AWARDS

First place, Twenty-five dollars. Second place, Fifteen dollars.

h place. Three dollars in subscription or books.
place, the same.
Place, the same.

Ninth place, the same.

Ninth place, the same.

Ninth place, the same.

Eleventh place, the same.

Leefth place the same.

The Three-dollar awards consist of either a year's subscription to The Inland Printer or books amounting to \$ from the following list:

est-Pocket Manual of Printing, 50c.

seving and Color in Printing, \$1

spourtion: A Handbook for Printers, \$1

speciations of Modern Type Designs, 25c.

b. Principle of Designs, 31

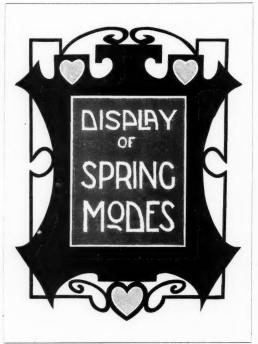
Specimen Books: Bill-heads, 25c. Covers and Titlepages, 75c; Envelope Corner Cards, 25c; Lenterheads, 80c; Cards and Tickets, 25c, Menus and Programs, 50c. Lettering for Proteins and Designers, 31.



this class of work, at which Mr. Jenseth is an adept. Following is the letter:

GENTLEMEN,—Your patent-leather inserts, in the March issue of The Inland Printer, are certainly very fine, and show how they can be used to great advantage for certain classes of work. Mr. F. J. Trezise's description shows plainly how they can be used.





Poster-designs cut in a new printing surface known as "Baskertype."

For a design like that of Fig. 5, I would suggest: Lock up the form, set the pins for the job, and take a few proofs for register purposes. Then take a proof on the tympan. Take the form out, put the tint-block in the same place, take the rollers off, and transfer the print on the tympan onto the tint-block. Place an extra cardboard under the block, so as to be sure to get plenty of impression. Then sprinkle some bronze on the design on the tint-block, so that it will show plainly. When the borders are to be cut out, place a six-point rule in the form when transfer is made. The same method could be used with figures 2 and 4, by setting up a six-point rule border, transfer it to the tint-block and then draw the outline of the brown form on the tint-block. Use a copying-ink pencil, keeping the point of the pencil wet. Cut your block, take another proof on the tympan, and transfer it to the second one and you get the outline for the same. By doing it this way you get all three forms ready to run at once, without moving the pins.

Patent-leather does not require very much make-ready — a little bit of impression is about all; there's no danger of anything squeezing through. Use a brass rule for a straight-edge in making cuts. When buying leather try to get it as solid as possible. If the leather is soft, the edges will not print clean.

In order to get a pebbled effect on tint-blocks, I have used with good success a couple of pieces of good pressboard, glued to a base, with binders' cloth pasted on top. I would not recommend this for anything other than a plain tint-block, for it is hard to cut. Respectfully,

Peder Jenseth.

In this connection we show herewith reproductions of designs printed by Mr. F. W. Adams, of Eastbourne, England, from a new printing surface which he has invented. This surface is known as "Baskertype," and is said to be much superior to patent-leather, being easy to cut and having stood, without appreciable signs of wear, a run of thirty thousand impressions. It is type-high, and drawings can be made directly on the surface. The originals of the examples shown were in colors. Mr. Adams has also used Baskertype in the making of tint-blocks for half-tones, with excellent results.

"MUSÉE DU LIVRE."

An association has been created in Brussels, Belgium, called Musée du Livre ("Book Museum"), having for its object the study of questions relating to books, the formation of collections of works relating to books and their production, and the diffusion of knowledge concerning the bookmaker's craft. A meeting of the Maison du Livre ("House of the Book"), which is the headquarters of the association, was held in November, at 3, Rue Villa Hermosa, Brussels. Thirty-eight groups, forming the entire membership of the Maison du Livre, were represented. These included the Association of Belgian Authors, the Free Academy, the Typographical Study Club, School of Lithography, School of Binding, Amateur Photographic Club, Institute of Photography, the Publishers' Club, various employers' and workmen's associations connected with the book industry, the Union of the Periodical Press, the Institute of Bibliography and the Book and Press Sections of the National Council of Women.

A fine series of stereopticon views were presented, showing the many attractive aspects of the book. In the short time of its existence the Maison du Livre has held twenty-seven conferences, two hundred and ninety-five lectures and four exhibitions. Two hundred and forty-five other sessions have been held, all of which were largely attended by the workmen.

The book industry in Belgium has been very highly developed, the value of the annual product aggregating over 20,000,000 francs (\$4,000,000). In Brussels alone it gives employment to about five thousand workmen. It has been demonstrated that a central organization such as the Maison du Livre is necessary to fully acquaint the allied industries with the importance of a thorough knowledge and understanding of all the elements entering into the production of the book, and to stimulate the public appreciation of the art of bookmaking in all its branches.

WINNER OF THE SECOND PRIZE IN THE BUSINESS-CARD CONTEST RETURNS THE MONEY AND EXPLAINS.

To the Editor: MILWAUKEE, WIS., May 10, 1910.

I herewith return the \$15 sent to me as enterer of the card to which the second prize was awarded in the recent Business-card Contest, because my card is a copy, as far as materials at hand permitted, of the card of Walter B. Gress, of Brooklyn, New York, whose card is shown on page 4 of the insert showing the results in your May issue. Mr. Gress' entry came into my hands some days before the closing time of the contest, and it occurred to me to send in a card to ascertain whether his work really possessed winning merit apart from his name and reputation as a prize-winner. I regret that I did not sufficiently reflect on the consequences unfair to Mr. Gress in the event of my entry winning a prize. All that I can do to amend the matter is to thus publicly give the credit to whom it belongs — Mr. Gress.

Very truly yours,

MAX ALBERT, JR.

[A copy of Mr. Albert's letter has been placed in the hands of each of the judges, Edward D. Berry, John M. Larking and R. C. Stovel, with the following letter:

"DEAR SIR,— In connection with the Business-card Contest, as reported in the May number of The Inland Printer, I submit for your consideration a copy of a letter received from Mr. Max Albert, Jr. This leaves the second prize to be awarded and I will be glad to have your decision as to whom it rightfully belongs.

"Yours very truly,

"A. H. McQuilkin, Editor."

If the decision of the judges is made in time for publication in this issue their award will be published in the closing pages of the last form. Otherwise the award will be published in the July Inland Printer.—Editor.]

ALL ROACHED UP.

A funny story is current in London concerning an encounter between Lady Lansdowne and one of the Japanese chamberlains of Prince Fushimi, who has lately been visiting England. The chamberlain spoke English delightfully, and Lady Lansdowne found his conversation interesting.

When he took his leave he expressed the hope that he had not "cockroached too much on your ladyship's time." Lady Lansdowne mentioned the slip to her husband, and it was decided that when she next met the chamberlain it would be kind to call his attention to this lapsus linguæ. This she did, delicately, but he did not seem at first to grasp the error.

At last he beamed, thanked her profusely for setting him right, and then, with a foreigner's idea of gender, observed: "I quite understand. When I speak to your ladyship I must say 'hen-croach,' and when I speak to Lord Lansdowne I must say 'cock-roach.'"—Chicago Tribune.

AFFINITIES.

Despite a vast amount of nonsense on the subject, there really are affinities. For example, John Wick and Nellie Lamp were married last week, in Fort Dodge, Iowa. Felicitations! Keep him well trimmed, Nellie, and whenever he gets too gay turn him down.—"Line-o'-Type," Chicago Tribune.

SPECIMENS



BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

JOHN P. GOMES, JR., Honolulu, Hawaii Territory. — The specimens are both neat and attractive.

CHARLOTTE PRINTING COMPANY, Charlotte, North Carolina.—Your blotter is strong and forceful, and should prove excellent advertising.

THE Cleveland Stone Company, Cleveland, Ohio.—The catalogue is very satisfactory, the cover being especially pleasing in design and color.

Specimens from F. M. Morawetz, with the Commercial Press, Racine, Wisconsin, show unusually attractive applications of various forms of geometric border designs. The "Camp Lauderdale" booklet cover, reproduced

Camp Lauderdale

For Boys and Young Men

Lauderdale Lakes
Elkhorn, Wisconsin

An excellent illustration of harmony between type-face and border.

By F. M. Morawetz, Racine, Wisconsin.

herewith, is an excellent illustration of a harmony between type-face and border. The other specimens are all interesting and well executed.

Reder Jenseth, Chehalis, Washington.—The specimens are all good, the border and color-scheme on the light-brown card being especially pleasing.

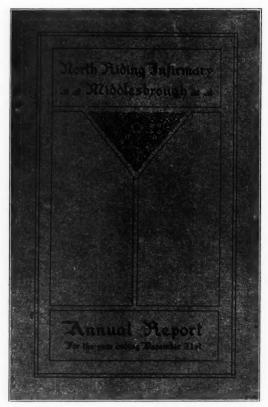
ILLINOIS ELECTROTYPE COMPANY, Chicago.— The blotter would be more satisfactory with a small percentage of red. As it now stands, it is a confusion of color.

F. Bev. Rorke, Melville, Saskatchewan.—Your letter-head is very satisfactory, both in design and color. The football club ticket would have been more pleasing if you had used a lighter blue, as it would have con-

trasted better with the black. The banquet menu and program is a creditable piece of design, the cover being unusually good.

C. F. Skelly, Altoona, Pennsylvania.— The letter-head is a trifle complicated in design, and, therefore, hard to read. A more simple treatment would be preferable.

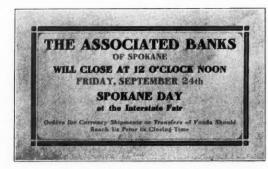
A BOOKLET of specimens of printing, from William Appleyard & Sons, Limited, Middlesborough, England, shows some interesting typographical designs, one of which we reproduce herewith. The original was in red and



An interesting page from William Appleyard & Sons, Ltd., Middlesborough, England.

black, on gray stock, the outer rules and triangular ornament being in red. The manner in which the paneling is carried around the ornament is unusual and pleasing, though an error in spelling the name of the town is a blemish.

A PACKAGE of commercial work from the Stutes Printing Concern, Spokane, can always be depended upon to furnish something in the "different" class. This time the most prominent specimen of this kind is a card announcing the closing of the banks on a certain day. We show herewith a



An unusual breaking-up of text by color. Original in black and gray by Stutes, of Spokane.

reproduction. As will be seen, the important lines were run in black, with the balance in gray, on white stock. The whole effect was very unusual and attractive.

FRANK MEIER, Syracuse, New York.—We find nothing to criticize in the specimens which you submitted. The placing of the type-matter on the booklet cover is excellent.

FROM the Detroit Commercial Club, Detroit, Minnesota, we have received a copy of a booklet entitled "Nature's Summer Garden." It is very attractively gotten up in dark blue and an orange tint, with a handsome cover in

Nature's Summer Playground

Detroit, Minnesota.

Cover of handsome booklet by the Randall Company, St. Paul.

gold and colors. We show herewith a reproduction of the latter. The booklet reflects much credit on the Randall Company, St. Paul, whose imprint it hears.

In a recent booklet the Inland Type Foundry shows in a convincing manner the possibilities of the Dorsey series of type. The designs in the booklet are of the highest class.

H. S. BLACKBURN, Tacoma, Washington.—The specimen is excellent, with the possible exception that the heading is rather weak and would have been better in a slightly stronger color.

Frank R. Hanson, Dallas, Texas.—The letter-head is pleasing, both in design and color, the combination of light green, dark green and violet, on green stock, being especially effective.

THE Jaenecke Printing Ink Company, Newark, New Jersey.— The letterheads are attractive and of good design, although we do not care for those on which the bulk of the heading is printed in red or orange. They are too flashy.

THE Crafters, Kansas City, Missouri.— The booklet is excellently gotten up, and the stock lends itself effectively to the general scheme. Personally, however, we would prefer something a little less violent in the place of the yellow.

Leaflets from the Globe Engraving and Electrotype Company, Chicago, show some interesting examples of half-tone printing. One of these is the printing, side by side, of a 300-line half-tone and an electrotype from the half-tone.

ROBERT BARNES, Greeley, Colorado.—The cover of the "Summer School Bulletin" is an interesting arrangement. We would suggest that you omit the letter-spacing in the last line in the large panel, putting the line in the

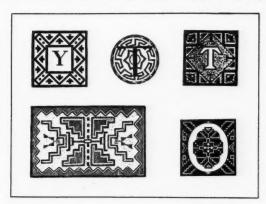
center of the space. We would also suggest that you arrange the lines in this panel into two groups, with the upper four lines and the cut in one group and the balance of the lines in the other.

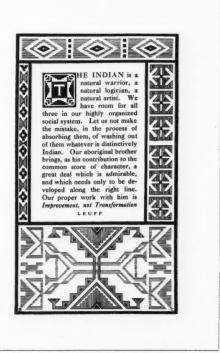
John N. Ledbetter, Vinita, Oklahoma.— The type arrangements on your specimens are commendable. We would, however, suggest the use of a better grade of ink, as some of the work is rather gray. The advertisement composition is excellent.

ROBERT JOHNSTON, Bridgeburg, Ontario.—We would suggest that you omit the rules at either end of the last line on the card, even though it makes necessary the dropping down of the two ornaments, in order to square up the design at the bottom.

From the H. C. Hansen Type Foundry we have recently received a package of unusually interesting leaflets, showing type-faces new and old. The manner in which these leaflets are gotten up makes them valuable in suggestion to the display printer.

ONE of the most interesting collections of examples of printing that we have seen was recently received from E. K. Miller, in charge of the Carlisle Indian Press, Carlisle, Pennsylvania. The work consisted of such printing as would meet the requirements of the Carlisle school and was most excellent throughout. It was all executed by student apprentices of the Indian school, under Mr. Miller's supervision. We show herewith two reproductions, which will give an idea of what these students accomplish. The original





Excellent design from the Carlisle Indian Press.

printing of the quotation was on white antique stock, in black, with a delicate blue tint underneath the border and a buff tint under the initial letter. The initials and decorative panel in the other illustration are taken from one of the college publications.

The second section of the New York Edison Company's 1910 calendar has been received. It is in the same general style as was the first one, a reproduction of which was shown in a former issue. The four sections, or complete calendar, will form an interesting collection of unusual drawings.

LYRICS WRITTEN AND PARODIES FURNISHED FOR THE PROFESSION Publisher of "Dream, Dream, Dream," The Hit that is a Hit

Harold Brown Freeman Music Publisher

3

PROVIDENCE, R. I.

A simple letter-head by C. A. Merrill, Farmington, Maine.

From C. A. Merrill, Farmington, Maine, has come a package of excellent commercial specimens. They are all neat and tasty in design and color and the arrangements are exceptionally simple. We show herewith one of the letter-heads. The original was in two colors, with the rule and ornament in orange and the balance of the job in dark green.

YOUR MOVE. If you want to "jump" all printing troubles and land in the "king-row" right away, it's up to you to move in my direction. My printing is RIGHT—and prices like the printing, RIGHT, too—and I still have that old-time fondness for rush jobs. All work under my personal supervision. Linotype equipment for quick action on straight matter stuff. FRED W. HAIGH Printing ... Binding ... Engraving 223 HURON STREET HOME PHONE 506 **BELL PHONE 2381** TOLEDO. OHIO **FEBRUARY** 1910 1919 S M T W T F S 2 1 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28

A unique calendar by Fred W. Haigh, Toledo, Ohio.

FRED W. HAIGH, Toledo, Ohio, still continues his series of unusual monthly calendars. We show herewith a reproduction of the calendar for February. It is printed in blue and orange, with the real checker tipped on the card.

THE Reporter Print-shop, Grand Rapids, Wisconsin.—The booklet is attractively gotten up, although the title is rather vague, and we would suggest that you change the color on the page showing the half-tone of the wagon. A half-tone printed in red is not pleasing.

H. HOOPER, Papeete, Tahiti, Society Islands.—We would suggest that you use slightly heavier cut-off rules at the head of the first page of the leaflet — about the weight of the one directly underneath the date-line. The type which you have used for headings is a trifle extended.

JAY E. WORLEY, with the New Century Printers, Lincoln, Nebraska, has sent in an excellent booklet, entitled "New Century History." Handsomely printed and embossed in gold and colors on deckle-edge stock, it is an admirable representation of the capabilities of this concern.

THE latest from the Keystone Type Foundry is a book of accents, showing in what type-faces and in what sizes the various accents may be had for the Bohemian, Danish, Norwegian, Dutch, French, German, Hungarian, Italian, Spanish, Portuguese, Polish, Swedish and Tagala languages.

THE Ormsbee Engraving Company, Syracuse, New York, is sending out an attractive portfolio, showing the excellent advertising effects procured by half-tones, which allow the article advertised to stand out prominently while the balance of the illustration is subdued in a gray tone.

The H. W. Dixon Company, Memphis, Tennessee.— The booklet would have been much more satisfactory if you had used a smaller number of colors, and tints instead of the full tones. As it is now, with so many different combinations of strong colors, it does not create a pleasing impression.

J. WARREN LEWIS, Ogden, Utah.—We think that the cover of the "Revised Ordinances" would be improved if the panel were moved toward the top of the page rather than left in the center. The cover-page of the financial statement of the Bear River Club Company is excellent, as are also the commercial specimens.

STAR PRINTING COMPANY, Wyoming Iowa.— Your commercial specimens are exceptionally neat and tasty—among the best that we have seen. Your bill-head, in brown, black and gold, on gray stock is most pleasing, and we regret that it is of such nature that it would be impossible to adequately represent it in a reproduction.

ROBERT S. NOBLE, Toronto, Canada.— Your specimens are good, but we would caution you against one or two things. Avoid the use of sizes of type which will crowd the job, as on the recital ticket. Do not space widely between words, when using the text-letter, as you have done on the letterhead for "The Albany Lunch."

GEORGE E. BARROWS, Mattapoisett, Massachusetts.—The keeping of the display lines on the flyers in one series of type is a great improvement. Perhaps if you ran the rules clear across the measure, further cutting off the items one from the other, the effect would be still more satisfactory. You certainly made exceptional time on the rush job.

The American Type Founders Company has recently issued two notable booklets. One is entitled "Correct Society Printing," and gives much practical information about correct forms, sizes and stock used for cards, invitations and announcements of polite society. The other is entitled "A Collection of American Beauties," and shows various text and shaded letters in their most appropriate use. It is illustrated with handsome half-

tones, and the cover, in keeping with the title of the booklet, shows a beautiful reproduction, in colors, of a spray of roses.

B. Eddy, Jr., Shelton, Washington.—The card and posters are very satisfactory, and we find nothing in them to criticize.

THE Clover Press, Incorporated, New York city.—The folder is one of the strongest and best advertisements that we have seen in some time. The idea is good and the typography, presswork and stock are beyond criticism.

From the Binner-Wells Company, Chicago, has come one of the handsomest and most original catalogues that we have seen in some time. It was printed for the Owen Motor Car Company, of Detroit. Its chief charm lies in the decorative effects, although the latter are extremely simple, as will be seen from the pages reproduced herewith. The original is printed in black, green and orange.

J. N. Ledbetter, Vinita, Oklahoma.—The pressswork on the specimens which you submitted is much inferior to the composition. A better grade of ink and a little more make-ready would work a great change. We suggest that you guard against too many type-faces in a job. The bill-head for Smiley & Co., with five series represented on it, is an illustration of the necessity for few faces. Your advertisements are among the best that we have seen, and we congratulate you on their excellent appearance.

The Bremen Enquirer, Bremen, Indiana.—We note a tendency toward the wide spacing of text-letters in one or two of your specimens, more especially the program for Thanksgiving services. As the text-letter is naturally condensed and dark in tone it should be closely spaced, in order that there may be no unsightly "holes" in the lines or groups. Where there is an

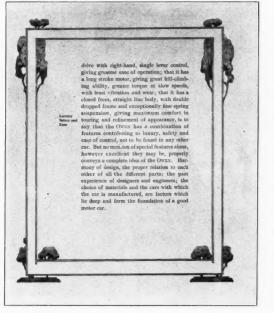
LIKEWISE A NEW SCHEME FOR SPELLING.

It is an old saying and a true one, that necessity is the mother of inventions. Your humble servant, the editor, has had an artificial leg made, by home machanics, after a pattern of his own contrivence. Has invented an anklejoint movement, that works like a charme, and he now wares an artificial leg after his own planes.— Oakley (Idaho) Herald.

WHISTLER'S FRIENDSHIPS.

That Whistler, the man of famous enemies, had faithful friends, is recalled by Ford Madox Hueffer, writing of the Pre-Raphaelites in *Harper's Magazine*. Madox Brown had a circular printed drawing the attention of all his old patrons to the merits of Whistler's etchings, and begging them in the most urgent terms to make purchases because Whistler was in indigent circumstances. The story is that upon one occasion Madox Brown, going to a tea-party at the Whistler's, in Chelsea, was met in the hall by Mrs. Whistler, who begged him to go to the poulterer's and purchase a pound of butter. The bread was cut, but there was





Two pages from a handsome catalogue by the Binner-Wells Company, Chicago.

excessive amount of space between words, it is frequently advisable to letterspace the line a trifle. The booklet for the Congregational Sunday-school is very pleasing, both in arrangement and color-scheme.

Frank I. Miller, Bloomington, Illinois.—The cover of the "Special Job Book" would be greatly improved by the omission of the rules from the lower part of the page and the closing up of the address line. We think that a page should rarely, if ever, be wider at the bottom than at the top. It seems that the whole use of the page makes this advisable. We make up a page from the top down; we read it from the top down; when we have but one line or group of lines on a page, we place it near the top and not near the bottom, and, therefore, it seems to be much more satisfactory to have the strongest and widest group at or near the top of the page. On the title-page of the Hohulin Brothers Fence Company catalogue you have used unnecessarily large type-faces and thus crowded the page. It would have been much better if you had surrounded the type-groups with some white space.

nothing to put upon it. There was no money in the house, the poulterer had cut off his credit, and Mrs. Whistler said she "dared not send her husband, for he would certainly punch the tradesman's head."

TO CLEAN PLASTER.

When plaster-casts become soiled with either dust or finger-marks, make a creamy solution of dry starch and cold water, and apply it with a soft brush, carefully wetting all crevices and depressions. Set the cast aside to dry, then remove the starch with a stiff brush, and it will look as if fresh from the studio.—Harper's Bazar.



BY O F BYYDEF

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Ad.-Setting Contest No. 29.

Two weeks still remain in which to enter The Inland Printer's twenty-ninth ad.-setting contest, which was announced last month. This will be unquestionably one of the most helpful contests so far conducted, as the ad. is unusually large, thus affording a much wider range for the display of talent. Look up The Inland Printer for May, in which appears the copy to be used and full instructions for entering. These contests have been conducted regularly every five months for the past twelve years, and their popularity has not only been maintained but the interest has increased.

The Man in The Field.

Last month's announcement of THE INLAND PRINTER'S endeavor to bring together the man with only small capital, but with the necessary character, determination and ability, and the field where these qualifications could be utilized to the best advantage, has already attracted attention, although at this writing the May number has been out only a few days. As stated last month, no names will be published, but interested parties will be brought together through correspondence with the editor of this department. This month are presented the first field and the first man:

Field No. 1.— The writer holds the position of electrical engineer with the —— Construction Company, of ——, Kansas, and this company is now promoting an irrigation system to irrigate at least 20;000 acres in New Mexico. —— is a live little town of about 1,000 inhabitants, located in the very heart of the valley, which is about forty miles long and twenty miles wide. This town is greatly in need of a good, live, wide-awake newspaper man. There are now two papers here, but neither has the ability or equipment. Irrigation will increase the population of the town to at least 5,000 in three years, and a better opening for a good paper that can boost would be hard to find. The business men, I understand, a few nights ago pledged over \$500 for stock in a good newspaper for the town. A good man will have the loyal support of nearly every business man in town, also the assistance of my company and others. We are in need of a good man and this is a gilt-edged opening for such a man.

Man No. 1.— I am twenty-six, single but steady, do not use liquor or cigarettes, am honest and reliable. Started as an apprentice in a country newspaper in 1898 and am a good all-around printer. Was editor of a weekly (five-column quarto) for nearly two years and then manager of a small job-printing plant. I am a student of the I. T. U. Course and hope to take the Cost Accounting Course later. Have not enough money to buy at present, but would like to find a place in some small Ohio town that I could lease, with an option to buy later. While I have a little money, I am not able to go into business for myself, but would like to find a place where I would have a chance to "grow up," and in such a place would be willing and glad to take a good "heart interest."

In order to reap the greatest benefit from this effort the man seeking a field should state definitely just how much money he has or could command, even if it is only a few hundred dollars. As no names are to be published, no secrets will be divulged, and this information will only aid in the actual accomplishment of something, and accomplish-

ing it quicker than if left for later correspondence. Where the business men of a town feel there is a good opening for a real wide-awake newspaper, one that will work for the upbuilding of the community, they should give the particulars to THE INLAND PRINTER, stating, so far as possible, just how much financial aid in the way of purchases of stock would be forthcoming. Address all letters as indicated at the head of this department.

New Daily for Frederick, Md.

Architects are preparing plans for a building to house the Evening Post and Semiweekly Post, of Frederick, Maryland. The plant will be equipped with every modern appliance for the publishing of a newspaper. The Post Publishing Company, which was recently incorporated and is to publish the above-named papers, has at its head J. Clarke Kieffer, a newspaper man of long experience, for the past twelve years having been editor of the Frederick Daily News. The directors of the new corporation are as follows: J. Clarke Kieffer, president; Charles Wertheimer, vice-president; James H. Gambrill, Jr., treasurer; John C. Motter, secretary; C. Thomas Kemp, Francis J. Newman, D. Charles Winebrenner.

Widths of News-print Paper.

Information concerning widths of paper rolls used by various newspapers, previous to 1909, was practically restricted to a few jobbers. In the publication of American Newspaper Publishers' Association Bulletin No. 2168, recently compiled by the Committee on Paper, of which John Norris is chairman, the widths of rolls of news-print paper used by over seven hundred newspapers in the United States and Canada are arranged for ready reference, and it is believed competition will thereby be promoted among dealers. The report is revised to April 1, 1910.

Unanimity Not Welcomed.

All communications for this office must be signed. We positively refuse to publish any unanimous letters.— Census Park (Ill.) News.

Fifty Years Old.

The Aroostook Times, of Houlton, Maine, celebrated the fiftieth anniversary of its birth, April 13. Born in 1860, it has been published continuously, with but few changes in ownership, and has always been a power in its community, constantly "boosting Houlton."

Good Reporters Needed.

"George Washington, when twenty-three years of age, reported Indian uprisings, on hand-bills, which he had posted in Virginia, and to-day the President of the United States is a man who was a regular newspaper reporter," declared Lynn R. Meekins in a recent address at Baltimore. There was a greater need for good reporters, he said, than for statesmen.

Training of Editors.

William P. Hamilton, in the Atlantic Monthly, says: "Public taste has been educated (by the newspapers) to demand better quality both in editorial comment and in news matter. It is a mistake to suppose that people no longer read editorials. They read them gladly if they are attractively written. There is not the least need for shallow sensationalism. There is plenty of demand for the intelligent discussion of current events in their relation to the unchanging principles of public and private morals. In

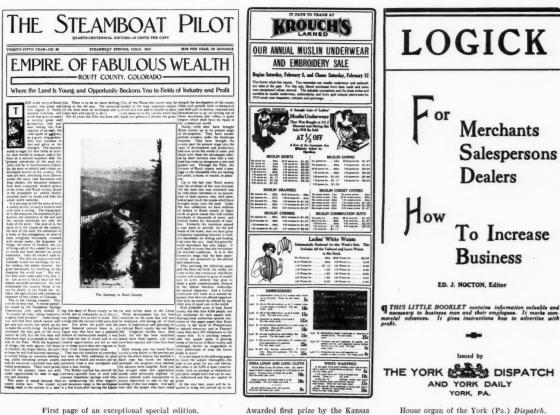
this connection, there is in many newspapers a regrettable absence of that systematic training for the young writer which was insisted upon by some of our greatest pressmen. The late Samuel Bowles began his day with a copy of the Springfield Republican before him, on which was marked the writer of every item, however obscure. With each of his staff, every day so far as was possible, he discussed his work, pointing out its good and bad qualities with infinite patience and insight. A dozen men, now an honor to the newspaper profession, might be named who learned their business in that severe school. It was a kind of third degree that few men would voluntarily undergo; but no man with the experience ever regretted the salutary discipline he went through."

within one year, etc. I know that some newspaper men have neglected this rule of the department, and I want to call your attention to it, as it may save serious trouble and embarrassment in the future. The third assistant states that they have taken up thousands of individual cases, called to their attention by complaint, and they are enforcing the rule strictly. Just at this time they have one special agent working in Iowa.'

Several Iowa newspapers are now in trouble with the department over this matter, and we are compelled to get our list in shape so that it can be inspected. It is not our doing, and we trust that none of our readers will take offense at our position, for it is the only course that is left us.

Rush to Newspaper Field.

A bulletin just issued by the University of Wisconsin shows that over one hundred students have been enrolled in the course of journalism at that institution this year, in addition to twenty-six in the course of agricultural jour-



First page of an exceptional special edition.

"Postal Authorities Are Enforcing the Rule."

This heading appears over a double-column article, set in boldface type, in the Benton County Times, Vinton, Iowa, which makes good use of a letter from a congressman to urge readers to pay their subscriptions. Others may do likewise. The article reads as follows:

Newspaper subscriptions must be paid. That is the dictum that comes from Washington.

In a recent letter to an Iowa editor, Congressman Jamieson sends out the following warning:

"My attention was called a few days ago to the case of one of the Iowa newspaper men, the publisher of a country weekly, who was cited by the Postoffice Department to show cause why he should not be deprived of his privilege to send his paper through the mails at the second-class rate, because it appeared that he had not been living up to the regulations which required that his subscribers must all have renewed within one year.

"Of course, you remember the ruling made a little over two years ago that subscriptions must be expressly renewed within the following periods: Dailies, within three months; semiweeklies, within nine months; weeklies, nalism. The popularity of the Wisconsin course is attested by the fact that twenty States are represented by these students, which makes the Western university a center for iournalistic education.

An Exceptional Special Edition.

Among the many special issues that come to my desk month after month, there are few that could compare with the "Quarto-centennial Edition" of the Steamboat Pilot, Steamboat Springs, Colorado, for typography and presswork. It consisted of fifty-six pages, 12 by 17 inches, printed on a heavy machine-finished paper of good quality. The first page is reproduced, to show the general style. Each page was enclosed in a one-point rule, and all headings and the display in the ads. were set in old style. A few of the ads. are shown, as they demonstrate the possibilities of a single style of type. No. 1 brings out the principal line and the secondary display nicely. No. 2 was a most difficult bit of copy, and the compositor got the very best out of it. It is hard to realize, after seeing this ad., what a conglomerate mess an inexperienced man could have made of it. No. 3 is a full-page arrangement, while Nos. 4 and 5 show the possibilities with small ads. It should be noticed how few capital lines are used. Lower-case is always more legible than capitals, and makes a much neater ad.

House Organ for a Newspaper.

House organs have been used for years by many of the large manufacturers, but a house organ for a newspaper is a new conception. The York (Pa.) Dispatch comes out with a little sixteen-page publication, which it terms Logick, the first page of which is reproduced. It is made up principally of such articles as "Business Ailments," "Tips for the Salesman," "Courtesy to Customers" and "Suggestions

meantime, watch your presswork — a neatly printed paper is much more inviting to those advertisers who are not yet in your columns.

Rossville (III.) Press.—Try to avoid the mixing of so many short pieces of plate matter in with the type; it gives your paper a conglomerate appearance. Aside from this there is nothing mechanically to criticize.

Benton County Times, Vinton, Iowa.—There is nothing about your excellent paper to criticize except the placing of ads. in all four corners of practically every page except the first. Ads. are nicely displayed and the presswork is good.

S. Irish, Quincy (Ill.) Herald.— The stereotyping and presswork on the Herald, upon which you request criticism, are all that could be desired. All the plates are cast clearly and trimmed perfectly, and the color and impression are both even.

Fowler (Kan.) Gazette.—You should avoid dividing a word at the end of a line in a display head, which can easily be done by an occasional change of wording. In your issue of April 8 appears: "New Photo Gal." "lery Opened Sat." There was plenty of room for all of "Gallery" in the first line, and the spelling out of "Saturday" (which should not have been abbreviated in any case) would have made the second line of corresponding length. In the double-column heading over the bank statements the omission of "Now" would have avoided dividing "Deposit."

The Steamboat Springs BATHS

With our new \$50,000 Bath House, the finest in the state of Colorado, we are now in a position to give you every convenience. In the treatment of Rheumatism, Skin Diseases, Blood Diseases and Cancer this water has wrought miracles

You Have Never Had a Bath

like the one you will enjoy in this water Open-Air Swimming Pool 200x110 feet, Private Plunges, Tubs, Cooling and Rest Rooms. Courteous Attendants and the Best of Service. Plenty of Room for Everybody, in the Pool or Bath House

STEAMBOAT SPRINGS TOWN & QUARRY CO. STEAMBOAT SPRINGS, COLO.

General Merchandise



The Most Complete Line carried in Routt County:

Dry Goods
Gent's Furnishings

Clothing Boots Shoes Machinery Hardware Hay Grain

J. W. HUGUS & CO.

Fancy Groceries

AMBOAT SPRINGS, COLO.

No. 2.

Strawberry Wealth

HEAL is no longer one recome for a former to work only one of the control of the two control of the control of the two control of the control of motion for the control of motion for the control of the

In this great and boundless levist—in the magnification of Semination (Josephing—III) a possible to work them emotives in the year and insulae a clear profile of from \$500 to \$1,000 per acc. The remember of the two to \$1,000 per acc. The remember of the year (you can appeal in threating if you sink, or in any other way that great and the profile of the choice of Southern (and which we sell out plotts.) On and 70-leves itselfs.

Land which we will cut up into 5, 10 and 20-acm teach, to sail purchases and make terms to sail purchases after. The price register is not provided to the price register is not provided to the price register in the price register is not provided to the price register in the price register is not provided to the price of the land price price of the fact price for the fact

WHITAKER BROS.

REST NATIONAL BANK BURBING
STEAMBOAT SPRINGS, COLORADO

No. 3.

No. 1.

for Employers." Of course, the *Dispatch* and the *Daily* (the latter is the evening edition of the *Dispatch*) come in for a large share of the space. Among the circulation arguments is one which must attract attention. It is headed "Put It This Way," and reads thus:

It is a liberal estimate to say that York has 50,000 inhabitants. The average number of people in a family is five each. That would give York 10,000 families. The sworn, proven circulation of the Dispatch and Daily is more than 10,000 copies daily in York alone. Draw your own conclusions. Ten thousand families — 10,000 city circulation.

Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Stutes Printing Concern, Spokane, Washington.— The Tamarack is an excellent specimen of composition and presswork.

Ipswich (S. D.) *Tribune.*— Your "Industrial Number" deserves all the kind words that have been said about it. There are few papers produced in towns of 1,000 population that can equal it.

West Fort Meade (Fla.) Leader.—You have made good advertising progress in the eight weeks since your first issue, and your policy of boosting the home town, and boosting hard, is evidently going to win. In the

Criticisms of Ad. Display.

Some excellent ads. were received this month for criticism, but space will not permit of their reproduction. The number of compositors who submit good ads. is constantly increasing, and the improvement in display is marked. A few criticisms follow:

Vance R. Noe, Estherville (Iowa) Enterprise.— Your double-page ad. is a very good piece of work. If you could have had a little more space at the top for a still larger line it would have been better.

H. Emmet Green, Anthony, Kansas.— Your ads. all show commendable

H. Emmet Green, Anthony, Kansas.— Your ads. all show commendable judgment. Those broken up by panels are the best. Always try to have one line the most prominent in the ad.— most of your ads. have such a line, but a few have not.

C. H. McAhan, St. Joseph (Mo.) News-Press.—The series of forty bank ads. show many pleasing arrangements and I can readily understand why they were "business-getters." If possible, I will reproduce a few next month.

A Prize-winning Ad.

Last month, under the heading, "A Prize-winning Newspaper," was shown the first page of the Junction City (Kan.) *Union*, which was awarded a prize by the Kansas Editorial Association for the neatest appearance and the best general make-up. At the same meeting the Larned

(Kan.) Chronoscope was awarded first prize for the best single display ad., and the winning ad. is shown on page 411. This type of display is nearly always selected as the best, and it will be a long time before anything will be found which will supersede rule-panels. A few years ago borders

Agency for the Famous Columbia Phonographs and the Late Columbia Records that Absolutely Will Not Break

Mining Exchange News Depot

Cigars, Tobaccos, Candies, Post Cards Curios, Magazines, Stationery and School Supplies

STEAMBOAT SPRINGS, COLORADO

No. 4.

were all the rage, but the plain rule is so much superior that every student of typography readily concedes that there is no comparison.

News Notes.

BALTIMORE Socialists will start a paper

THE Ashland (Ohio) Independent will absorb the Commercial.

A Socialist newspaper will be issued at East Liverpool, Ohio.

THE Grangeville (Idaho) Globe has absorbed the Standard-News.

THE Wall Street Summary has changed its name to Financial American. SENATOR Clarence Davis will establish a daily paper at Sapulpa, Okla. A COMPANY is being organized to publish a new German weekly at Pekin,

A NEW weekly paper and job-printing office are scheduled for Dresden, Ohio.

THE Star Publishing Company, Indianapolis, is in the hands of a

An afternoon edition is now being issued by the $Morning\ News$ at Canton, Ohio.

 $\mathbf{THE}\ \mathbf{Ashtabula}\ \mathbf{County}\ \mathbf{Sentinel}\ \mathbf{and}\ \mathbf{the}\ \mathbf{Jefferson}\ (\mathbf{Ohio})\ \mathbf{\textit{Gazette}}\ \mathbf{have}$ been united.

THE Southern Publishers' Association held its eighth annual convention on May 10-11.

A New paper will be launched in Crookston, Minn., by A. L. Barkland and J. N. Kirsch.

 \boldsymbol{A} new daily paper is planned for Frederick, Md. Fabian Posey is heading the movement.

The Missouri Press Association will hold its annual meeting at Cape Girardeau on June 15.

A two-year-old weekly, the Rapid City (S. D.) ${\it Guide}_{\tau}$ has developed into an afternoon daily.

FRANK A. MUNSEY is erecting a fourteen-story steel-frame building to house his Baltimore News.

CLIFFORD C. WARD has purchased the interest of George A. Perry in the Charlotte (Mich.) Tribune.

THE Daily Register, Birmingham, Ala., which recently was burned out, will not resume publication.

MALCOLM GLENDENNING and E. B. Reitzel have secured a lease on the Wallace (Idaho) Daily Press.

LEON WESTMORELAND has been succeeded by M. A. Dodd as editor of the ${\it Democrat},$ at ${\it Greenwood},$ ${\it Ark}.$

The Albuquerque (N. M.) Star, recently established as a daily, is now being issued but twice a week.

An Episcopalian periodical — the Montgomery Churchman — has been established at Montgomery, Ala.

A new Democratic paper, which, it is said, will be a prohibition sheet, is announced for Clarksburg, W. Va. $\,$

THE newspaper women of St. Paul, Minn., have organized a society, to be known as the St. Paul Newspaper Women.

Frederick I. Thompson, of New York city, has purchased a controlling interest in the Mobile (Ala.) Daily Register.

Geo. E. Elwell has discontinued the publication of the Bloomsburg a.) Columbian. The paper was forty-one years old.

CHARLES STANDBURG, the well-known Milwaukee newspaper man, has been made secretary to the new Socialist mayor of that city.

The Lethbridge (Alia.) News has been purchased by J. H. Woods, of the Calgary Herald, who will issue the paper as a daily.

A CONTROLLING interest in the Kentucky Republican, at Harrodsburg, Ky., has been purchased by Frank P. James, of Frankfort.

Chicago is to have a new daily newspaper, which will begin publication some time this month. It will represent the commercial interests, and

will be known as the Commercial Times. Victor H. Policheck, former managing editor of the Examiner, will be its publisher.

A STOCK company, headed by Thomas O'Keefe, has taken over the El Paso (Tex.) Morning Times. The price paid was \$150,000.

L. A. GARDNER will begin the publication of a labor paper at Oil City, Pa. It will be the official organ of the Central Labor Council.

It is rumored that Charles P. Taft and Henry W. Taft, brothers of the President, are negotiating to secure control of the New York Sun.

The South Amboy (N. J.) Printing Company, recently incorporated, has taken over the South Amboy Citizen and the South Shore American.

TWENTY-FIVE thousand dollars a year will be spent by a committee of Salt Lake City business men in advertising to the world the greatness of

O. G. Wood, well known in Butte (Mont.) newspaper circles, has purchased the interests of Sam Roberts in the Tribune-Review and is now its

A NUMBER of capitalists of Wilkesbarre, Pa., have organized a company for the publication of a monthly magazine, to be known as the Man's Magazine.

At Marietta, Ohio, the junior class of the Marietta College, which was ecently expelled, has issued the first edition of the *Junior Suspender*, a pur-page newspaper.

A FIGHT in the interests of home printing establishments and against having local work done in other cities has been launched by the San Francisco Typographical Union.

A 1-CENT Sunday morning newspaper is the latest achievement of Frank A. Munsey. The Boston Journal is now a seven-day paper, with a uniform price for every day of the week.

PATRICK C. BAKER has retired as general manager of the Detroit News and will hereafter act only in an advisory capacity. Michael J. Dee, contributing editor, has also resigned.

EDITOR James G. Shanley, of the Union City (Ind.) Eagle, has been to prison by the Federal Court for the embezzlement of Government ds while postmaster at Ridgeville.

funds while postmaster at Ridgeville.

HARRY B. SMIPH, formerly auditor of Marion county, Ind., has been made general manager of the Public Official Magazine, which recently was moved from Terre Haute, Ind., to Indianapolis.

The Juneau (Alaska) Daily Record was visited by vandals for the second time recently and the plant badly damaged. A sledge-hammer and crowbar were used on the Linotype machines and presses.

The recent suspension of the Ulster (N. Y.) Record left the town without a newspaper, and plans are under way by public-spirited citizens to start another paper, with M. C. Twigg as editor.

Start another paper, with M. C. Twigg as editor.

WILLIAM R. Hearst has brought damage suits against a score of newspapers for the publication of the attack made upon him by Mayor Gaynor at the recent publishers' convention in New York.

CHARLES THORNTON LIBBY. editor of the Six Towns (Me.) Times, was horsewhipped recently by Col. Fred Hale, son of the late Senator Hale, for an alleged insulting reference to his mother in the Times.

Amerika, the daily German paper of Sheboygan, Mich., has been sued by the Sheboygan Light, Power & Railway Company, which alleges that the paper charged systematic swindling on the part of the concern.

Groceries

Full Line of First-Class Groceries Hardware and Machinery always kept on hand. Prices Reasonable Terms Strictly Cash

F. H. COX, Clark, Colo.

No. 5.

John L. Moorman, editor of the Starke County Republican, and Congressman Henry A. Barnhart, editor of the Rochester (Ind.) Sentinel, are candidates for election to Congress in the Thirteenth Indiana District.

DAMAGES amounting to \$100,000 are alleged to have been sustained by a New York assemblyman through an article which appeared in the Oneonta (N. Y.) Press, and suit has been brought against the paper for that amount.

A NUMBER of web pressmen on Chicago newspapers went on strike recently, but their places were promptly filled by President Berry, of the International Pressmen's Union. The trouble was caused by a jurisdictional dispute.

Col. W. D. Mann, editor of *Town Topics*, New York, has been awarded a favorable decision in his appeal from the verdict of \$40,000 damages in his trial for libeling Samuel Dempster, a Pittsburg millionaire. The United States Circuit Court of Appeals has ordered a new trial.

Changes of Ownership.

Kilbourn, Wis .- Mirror-Gazette. E. J. Wheeler to Theodore Freer. Fond du Lac, Wis.— Telegraph (German). New owner, W. H. Weber. Lemmon, S. D.— News. Sold to T. D. Potwin, publisher of the Signal. Spring Hope, N. C.—Leader. R. E. Ransom to his partner, Walter Buck.

Newport Pa .- Ledger. Severance, Kan. - News. Russellville, Ky.- News. Everest, Kan .- Enterprise. Charleston, Ark .- Express. Eddyville, Iowa .- Tribune. Orleans, Neb.— Chronicle. Sold to Horace Phelps. St. Catharines, Ont.— Journal. Sold to J. M. Elson. Ozark, Mo .- Republican. H. A. Clay to B. F. Lusk. Yukon, Okla. - Sun. George McComas to L. G. Grove. Osceola, Ark .- Press. Benton & Hanson to J. F. Cross. Coggon, Iowa. - Monitor. E. C. Nash to W. M. Crosier. Mount Pleasant, Iowa .- Journal. Leased to E. J. Richards. Charlotte, Mich .- Tribune. Perry & Perry to Ward & Nies. St. Ignace, Mich. - Republican-News. Sold to E. J. Chattelle. La Grange, Mo .- The Indicator. Sold to Rev. W. R. Painter. Clay Center, Neb .- Sun. W. Palmer Estate to John M. Jones. Collins, Miss .- Commercial. E. L. Dent to W. H. L. Carruth. Illiopolis, Ill .- Center-Record. C. M. Buckles to H. J. Knotts. Fruita, Colo .- Telegram. Wagner & Hickman to A. P. Wernden. Jackson, Tenn .- Democrat, Sold to Daily Whig and discontinued. Perry, Okla .- Noble County Sentinel. Leo Wharton & Son to E. J.

Crescent City, Okla.— Logan County News. Joseph Frishman to B. P. W. Newowske.
Fairburg, Ga.— News. Sold to company headed by Dr. J. T. Lorrgino

Fairburg, Ga.— News. Sold to company headed by Dr. J. T. Lorrgino and W. J. Campbell.

Danbury, Conn.—New England Medical Monthly. Sold to Annals Publishing Company, Boston.

Belleville, Ont.— Daily Ontario, T. S. and S. R. Carman to W. H. Morton and J. O. Herrity.

Muncie, Ind.—Evening Press. New owner, George B. Lockwood, publisher of the Marion Chronicle.

Black Rock, Ark.—Lawrence County Democrat. Leased by W. H. Daniels, who has changed the name to The Developer.

New Publications.

Huntsville, Ala .- Times, Stewart, B. C .- The Portland Miner. Peace River, Alta .- Peace River Pilot. Saylersville, Ky .- Leader. R. C. Minix. Antlers, Okla .- American, F. G. Pruty. McDonough, Ga .- Herald. R. L. Johnson Richmond, Tex .- Hornet. Leigh M. Ballowe. Burrton, Kan .- Free Lance. Ben W. Harlow. Aldermere, B. C .- The Interior. James Coyle. Frederick, Md.- Press (daily). Fabian Posey. Hominy, Okla.— Osage Eagle. Ernest W. Jones. Grenada, Miss.— Optimist. J. K. Morrison, editor. Tracy City, Tenn .- Mountain Herald. J. B. Brown. Boston, Mass. - Boston Common. Edward H. Clement. Montgomery, Ind .- Weekly Times. S. L. Walls & Son. Phenix, Ariz .- Capital City News (daily). W. D. Bell. Bartow, Ga.— Tribune. Paul F. Callahan and C. A. Perry. Columbus, Ohio.— The Week in Columbus, C. C. Philbrick. West Liberty, Ky .- Licking Valley Courier. S. M. P. Hurt.

Deaths.

Hayfield, Minn.— R. B. Russell, editor of the Guard.
Northfield, Minn.— Joel P. Heatwole, editor of the News.
Douglas, Ariz.—Frank Aley, well-known newspaper man.
Montreal, Que.—Carroll Ryan, veteran Canadian journalist.
Atlantic, Jowa.— Henry Clay Johnson, editor of the Messenger.
Augusta, Me.—Clarence Burleigh, editor of the Kennebec Journal.
Lee, Mass.—Wellington Smith, president of the Smith Paper Company.
West Allis, Wis.—Charles H. Bissell, pioneer Wisconsin newspaper man.
Dyersburg, Tenn.—Samuel N. Sedway, many years editor of the Gasette.
Athens, Ga.—Curtis V. Harris, for a number of years editor of the
Athens Journal.

Boston, Mass.—Charles Edwin Hurd, since 1874 literary editor of the Boston Transcript.

Dobbs Ferry, N. J.—Henry S. Brooks, formerly editor of the California Mountaineer.

London, Eng.— Sir Robert Giffin, the well-known English journalist, financial writer and statistician.

New York, N. Y.— Horatio Dorr, one of the city's oldest newspaper workers, and known as the dean of police reporters.

Elizabeth, N. J.— Howard Harrington Moore, for more than a quarter of a century connected with New Jersey newspapers. Mobile, Ala.— Reuben Smith, prominent western newspaper editor and author. His delineation of negro character attracted wide attention.

withor. His defineation of negro character attracted wide attention. Washington, D. C.—A. J. Halford, at one time managing editor of the Indianapolis News and recently acting in a similar capacity on the Washington Post.

Albany, N. Y.— John T. Maguire, one of the founders of the Albany Sunday Press and the Evening Call, and for nearly forty years connected with the Times.

Montreal, Que.—Charles Belleau, one of the city's best-known printers, and delegate to the International Typographical Union convention at Philadelphia in 1876.



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Printing without Bearers.

(671.) Submits some campaign-cards having oval half-tone portraits of candidates, with their names in black-face condensed on the side. These cards are printed on ordinary white Bristol board, two and four on, in black ink, on a 10 by 15 platen press. The trouble experienced is due to the rollers sliding between the cuts, which causes the roller to deposit an irregular amount of ink on the cuts. These abnormally inked spots show strongly, as the cuts have a dark background. The cause is probably due to the use of but two rollers, and the lack of chase bearers. Would advise the use of rollers of the maximum circumference of that size press, so as to give the greatest possible covering capacity for the form.

Transparent Tints.

(655.) In making tints that are to be run over a keyplate or a darker color, the neutral medium may be obtained from ink-dealers. It is sold under various trade names. With the medium is incorporated sufficient pigment to give the tint or shade desired. As the tint medium or body is neutral, drier is added to suit the work in hand. As this matter is more or less guesswork unless worked out beforehand, the quantity necessary should be determined by trial, using the approximate amount of tint on the block and the same stock. This applies to extended runs on high-grade stock rather than to ordinary work. A sample sheet of the tint with the formula attached, giving details as to quantities and other relative matter, is helpful on a repeat order.

Lake Colors.

(669.) "What is meant by the term 'lake,' as applied to printing-inks, such as rose, brown or green lakes?" Answer.—The dictionary gives the following definition: "Lake is derived from the French 'laque,' the same source as 'lac,' a resinous substance secreted by a scale insect." By this classification is meant organic colors precipitated on heavy spar, clay, etc. The colors of lakes depend somewhat upon the nature of the hydroxid and that of the dye-stuff employed. Carmine lake, which is prepared by precipitating the coloring matter of cochineal, as by adding sodium carbonate to a cochineal decoction containing alum or stannous chlorid (tin salt), is of a beautiful scarlet color. Persian berries and quercitron give yellow lakes. The various lakes furnished by the coal-tar colors find extensive application in the printing arts.

Unsuitable Ink.

(667.) Submits several circular and form letters, printed on both sides on a thin bond paper. The ink used is a cheap grade, which shows through the stock, although the make-ready and printing of the letters are carried through properly. The letter reads: "You can undoubtedly tell us why ———— bond papers are so transparent. On several jobs on this kind of stock, twenty-pound folio, when

printed on both sides, they caused trouble by showing through. Is this caused by the ink or is it due to the paper?" Answer.— The fault appears to be with the grade of ink used, as we tested the stock with a thin and with a heavy bodied ink. Use a good job or policy black for bond paper, where a light-faced letter is used and where but little ink is required. This is real economy, for it requires but a small quantity of ink to give a finished appearance to the work with an ordinary make-ready. This is true, because the vehicle is less in proportion to the pigment carried; the ink then is not so subtle as the thinner grades and is, therefore, less penetrant.

Dampening Rollers with Lye.

(672.) "My pressman claims that rubbing rollers with lye or water will soften them and give them more suction. I claim that it will harden them and soon make them useless, but hold that if they are rubbed with a sponge that is damp it will benefit them. Would like your opinion." Answer .- We would not advise the use of lye or water in the manner described, as it will cause a deterioration of the roller. It may have been necessary in the case of a very hard roller, in order to make it serviceable for some occasion. Rollers having such a strong affinity for ink that benzin or turpentine does not entirely remove it are sometimes lightly sponged. The surface is made clean and slightly tacky and it takes ink readily. This treatment gives temporary relief. If rollers appear to need manipulation of this sort frequently, they should be renewed. Some pressmen sponge the roller with glycerin, allowing it to remain until partly absorbed. When rollers appear dead, having no resiliency, they should be renewed, as temporizing in matters of this kind is a waste of time and material.

Curled Bond Paper.

(673.) In submitting a ruled bond letter-head, which shows the usual tendency to curl upward on the head. making it a difficult matter to feed, writes: "The enclosed specimen is of a grade of stock which causes a great deal of trouble when feeding. The stock is fully acclimated to our pressroom, having been in hand two weeks. In a few minutes after opening the packet the sheet will curl to an extent making it almost impossible to feed into a job-press. We have tried to remedy matters by pressing the stock, dampening the edges, pasting strips over the guides, taking small lifts, etc. We would like to know what remedy to apply so as to get results." Answer .- The difficulty is a common one with stock ruled on one side, and probably can not be fed readily to the guides unless it is rolled, in small lots, the opposite way to that it tends to curl. If a packet of paper is kept wrapped, it does not readily become seasoned, as it is not directly affected by the atmosphere. If our readers know of any method besides rolling the stock reversely, we would like to make it known for the benefit of those troubled in the same manner.

Printing Parchment Diplomas.

(666.) A Canadian subscriber asks the following question: "Will you kindly send instructions for printing on parchment from type?" Answer.—As parchment in its natural condition has a greasy surface, which will not take ink readily, clean the surface by sponging it with alcohol, benzin or acetic acid just previous to printing. The ink should be a heavy grade—bookbinder's or engraver's black is the most suitable grade to use. As these inks are much stiffer than the ordinary grades used, only hard rollers will properly distribute the ink, and as the number to be printed is usually limited to a dozen or so, it is advisable to ink

the form by hand, using a hard, smooth proofing-roller, distributing the ink on a warmed slab or platen. The form should be made ready in ordinary black ink, so as to print uniformly even on a piece of ledger stock of equal size. A few sheets of print in addition to this amount of impression will not be too much when printing on the parchment. After the surface of the sheet has been sponged lightly, to remove the grease, the sheet may be fed to the guides and the machine pulled over slowly, for the stiff ink will tend to lift the surface of the parchment, if the press runs over too rapidly. The printed sheets should be laid out singly, and left to dry about twelve hours at least, longer if possible. Aside from the surface conditions of the material and its value, the printing of parchment does not require any greater skill than if the printing was to be on ledger paper.

Tympan Tears.

(670.) "We are using a — two-revolution press, with a rubber blanket and two sheets of tympan over it. As the rubber blanket is in poor condition, we want to dispense with it and have tried a tympan of manila, but it will not stay on while printing fifty sheets. It pulls away at the gripper's edge. Will you tell us the cause of this and suggest a remedy?" Answer .- It is quite possible that too much tympan is carried, and as a consequence there is a drag from the form which pulls the packing from the clamps. Where the rubber is used, it being more resilient, less packing is required, hence the same result is not apparent. If you wish to continue the use of a soft tympan, take print-paper sufficient to make two sheets above cylinder bearers. Fold it over, paste and attach two-thirds of it under the clamps. Take a piece of muslin or drilling and attach to the hooks under the clamps and reel it tight. Place the balance of the tympan on the hooks and use a thin piece of manila, oiled on both sides, as a top sheet; draw this as tight as it will stand. A tympan of this kind will give good service. The part above the fabric may be changed when found indented sufficient to cause trouble. It will be advisable to see if the cylinder is set low enough. When the form is off, remove the bed bearers and turn the cylinder to take impression. While the machine is in this position push a large metal M or W under the cylinder bearers. It should not go through freely. Lower the cylinder on both sides until it requires force to pass the letter under the cylinder bearers. When the news form is placed on and the cylinder is brought to take impression, the cylinder bearers should have a tight contact with the bed bearers. Lower the cylinder until this is accomplished. In this state the form will not drag on the tympan. Keep the bearers free from oil, so there will be no tendency to slip, which will cause a slur at the head and tail end of the form.

Paper Lint on Solid Cuts.

(668.) Submits post-cards with solid background, printed in medium brown ink, on enameled post-card stock. The cuts are marred by having the solid part dotted with numerous spots due to paper fluff or lint adhering to the plates. The printer writes: "We have had a large half-tone made up, but we are experiencing some difficulty in running. The background is solid, so that the least speck or small particle of paper falling on the plate leaves a spot, giving a speckled appearance to the print. We have tried wiping off the stock, but the rubbing of the cardboard against the guide seems to rough up more particles and so continues our difficulty. We would appreciate any suggestion that will help us to overcome this difficulty." Answer.—In printing solid cuts of this character it is helpful to give the press a thorough cleaning, to remove the dust and fine

particles of paper from the interior of the cylinder and from the sheet-guards, rods and other places. This may be done by blowing the dust out, by wiping or by a vacuumcleaning arrangement, which may now be adapted to almost every use. This is one of the preliminaries to clean printing in solid cutwork. The next thing is to have the stock clean on the edges, which in the case of cardboard should be brushed with a bristle brush. The ink and rollers must necessarily be of the best. In the case of the form rollers some pressmen place a soft roller next to the cylinder; one having a trifle more suction than the others in use will tend to take up particles of dust that fall on the plates. This roller is removed occasionally and washed. The application of an attachment close to the cylinder which will take up dust or loose particles of paper lint is recommended. Such a contrivance can be made by any of the various concerns that make or equip shops with vacuum cleaners. These portable machines are in successful operation in composing-rooms for the cleaning of cases, and we believe it would not require much skill to adapt them for use in the pressroom.

Troublesome Spots on Cardboard.

Submits an 8 by 11 inch sheet of coated blank board, .05 inch thick, printed with a 133-line screen halftone cut. The background of the subject is in middle tones, giving a dark-gray effect. Three large white letter lines appear in the upper part of the subject, which contrast well with the medium tone of the background. This background being gray in effect, shows all white spots plainly, while the black ones do not appear as strongly. A number of spots appear, some all white, others black with a ring of white, while another kind shows a white spot with a dot like a period in the center. The clear white spots do not show any depression, the black spots are from adhering particles attached to the plate. The following letter explains the trouble: "We write you for some information on printing, and enclose a stamped envelope for reply. We are printing some 5A cardboards for a customer, onecolor half-tone. Most of these cards have white spots like on the accompanying card. There are no two cards which have the spots in the same place, thus proving that it is not the fault of the engraving. We do not know what causes these spots, and are having trouble with our customer. He claims that they should not be there and threatens to decline the work. The paper-dealer claims that this card is the very best which is made, that the fault does not lie with him, and that it would be impossible for us to obtain better cards for printing purposes. We felt that these spots might be caused by the dust, and we are having every card passed over a piece of felt and have taken precautions to keep the dust away from the cards before printing. We are using first-class ink; printing on a double-rolling; are running slow, and take every precaution to give first-class work. But, in spite of all this, there are white spots on almost every card, some with more and some with less, and always in different places. We can not understand what is the cause of this, unless it is depressions in the cardboard which do not permit of the ink catching them. We would like to know if there is any way of avoiding these white spots?" Answer .- A close examination of both sides of the cardboard shows a few depressions in its surface, such as may be found in any good board. None of the white spots show any depression in their centers, indicating the cause to be due to adhering particles that became attached to the plate after it was inked. The black spots having a white ring about them appeared to be caused by hard ink or other substance attached to the plate.

The white spots with a black center also came from the ink. It may have been a bit of composition or other matter, but had no characteristics of paper lint or dust, the clean white spots being caused from that alone. The size of the spots varied from three to five screen lines. A careful analysis was made of the foregoing on account of the controversy. The causes that lead to such a condition are somewhat similar to those mentioned under another head in this department, and possibly met occasionally by printers not making a specialty of this grade of work. It is well known that all paper-stock carries a quantity of loose material, which being light, floats and finds lodgment in the press, on the rollers, and on the form. The very lightness of the material makes it troublesome, for it will adhere to a plate after it is inked and then a white spot appears. This is troublesome in solid cutwork especially, and sometimes makes it necessary to retouch the printed sheets with a pointed lithograph crayon to remove the spots. After the stock has been cut and its edges brushed with a whisk-broom or bristle brush, and then jogged to remove any loose matter held between the sheets, it should be fairly free from the troublesome bits of paper or enamel. The press should receive attention at the same time, so as to leave no loose material to be dislodged by vibration or air-currents. In the matter of ink and the cleanness of the form, clean ink only, free from scum, should be used. The ink from the bottom of the fountain next to the roller should not be returned to the can, as it will be found to be composed of paper fiber and other foreign matter deposited there from the roller. Trouble of this kind can often be traced to some neglect. The form, if frequently washed, will remove one source of trouble, that of particles adhering to the plate.

THE BATH OF BEER.

While visiting the composing-room of the Atlanta Constitution recently, the casual observer found himself in the presence of a group of machines which were among the first installed by the Mergenthaler Linotype Company, nearly twenty years ago. The Constitution was the third paper in the United States to be so equipped. A little story still lingers in Atlanta, and even was retold in El Paso, Texas, of that time so long ago when Mergenthaler went to Atlanta himself with these very machines and superintended their erection.

One night everything seemed to go wrong, and copy for the morning edition was not being turned into slugs very rapidly, owing to the fact that the slugs were not ejecting smoothly from the molds. Mergenthaler, discouraged and at his wit's end, suddenly turned to the business manager, who was standing by and wondering what would happen if they did not get the paper out, and said "Can you get me two or three bottles of beer?"

It was about 1 a.m. and the saloons were closed, but the business manager dug some up, evidently sympathizing with a man who needed a drink so badly at that hour of the morning. When he handed over the beer, however (so the story goes), Mergenthaler walked to one of the machines and knocked the neck of the bottle sharply against the top of the elevator, so that the beer flowed down over the mold and the jaws. The effect seemed magical, and slugs began to eject freely and clearly, and no more trouble was experienced that night. Just what chemical effect the beer had on the Linotype mold and metal is not known, but it did the trick.

Those eight square-base Linotypes are still "on the job" in the Constitution office, but Georgia is now a dry State, and even when operators feel the need of lubrication "near beer" is all that can be had.— The Linotype Bulletin.

UNITED TYPOTHETAE CONVENTION.



ITH a conventional welcome to the District of Columbia by Commissioner Cuno H. Rudolph, and a rather unconventional reply by Edward A. Kendrick, of Buffalo, New York, the twenty-fourth annual meeting of the United Typothetæ of America got down to business. The place was Washington, and the time Tuesday,

Wednesday and Thursday, May 17, 18 and 19. The records show a total attendance of 311, as compared with 252 in 1909, 210 in 1908 and 166 in 1907. The 311 were divided into 104 delegates, 35 alternates, the remainder being recorded as visitors. All except a very few of these were present when the curtain was rung up on the first scene. With the exception of one executive session to discuss the treasurer's report, the meetings were open to visitors, a

on "Ideas for Improving Our 'Bulletin.'" The speaker thought the Typothetæ should make a wider use of the trade and technical press, as by that means the organization could reach more people than through the issuance of the "Bulletin," delivered free. He did not advise the elimination of the "Bulletin," but protested that to make it a publication in every way worthy of the Typothetæ might be unfair to and resented by the established journals, which have done so much for the trade and worthy movements of the organization. President Fell, who, by the way, has the courage, suavity and ability to be a successful "talking chairman," stood for a widely circulated "Bulletin," at the same time disclaiming any desire to injure the technical press, saying that "a man who does not take at least one trade paper is not fit to be a printer." No other person spoke on the subject, and in his report Secretary Heath gave no inkling of how he stood, except the expressed opinion that the value of the "Bulletin" had



Delegates and visitors to the United Typothetæ Convention leaving the headquarters at the Raleigh Hotel for the "official inspection" of the United States Government Printing Office. Specially posed and photographed for The Inland Printer by Waldon Fawcett.

departure from recent custom. The officers' reports being printed in advance, the first actual business of the gathering was listening to Colonel Cushing, of Boston, read the report of the Committee on Topics, which disclosed that the committee had read and digested the officers' reports, as well as communications addressed to the convention, and recommended the assignment of the subject-matter of those documents to various committees. The assembled legislators either marveled at the wisdom displayed by the Colonel and his merry company of steerers, or were not inclined to enter into controversy, for the report went through without dissent, despite President Fell's appealing suggestion that somebody say something. Indeed, this policy of silent assent seemed to be characteristic of the assembly, as not once did any one essay to amend the committee's report and but once was a speaker heckled.

Securing Publicity.

With the appointment of some committees President Fell proceeded with the regular program, which called for Herbert L. Baker, of New York, to make an address been increased by reason of more attention being paid to technical articles.

Reports of Local Secretaries.

At the beginning of Mr. Fell's term of office the national organization decided to defray the expenses of secretaries of local Typothetæ who attended annual conventions and presented reports. This was one of the most interesting features at the Detroit session, and, naturally, was looked forward to with considerable interest at the recent meeting. In introducing this feature the president declared that, during the past year, he had found the local secretaries to be the right hand of the national officers and the live wires of local organizations, for the instances were rare, indeed, when an organization did not reflect the activity of its working officer. The secretaries faced the convention to say their pieces in all the stages of uncomfortableness that pester men who are infrequently called on to speak. The meat of the addresses disclosed minds that run to statistics, to historical recitals, to the severely economic and to the idealistic, while Secretary Gillett, of

Milwaukee, presumed on his ancient connection with the organization to recite a piece of original poetry, which he "put over" in open meeting without provoking a police call.

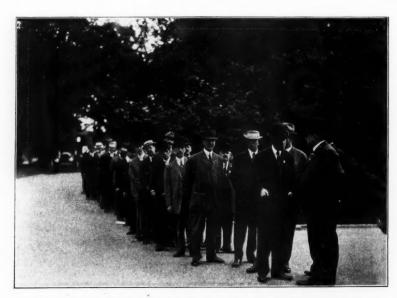
Secretary Wilson, of Buffalo, gave us a peep at the slavery of a trade when he reported that, after the revival of business had fairly set in, there was a dearth of feeders and bindery employees—those persons having evidently drifted into other occupations. The more skilled workers, such as compositors and pressmen, emerged from cold-storage to meet the increased demand for their services.

Secretary Fitzhugh, in a low voice and with timid manner, told of the vigorous fight being made for the open shop by the Typothetæ at Des Moines, Iowa. He also claimed that the present working forces were of a highly satisfactory character.

Secretary Chesterman, of Chicago, laid particular stress on the work done by the labor bureau. He said it

spread to a greater extent than had been hoped for. Work had not been as plentiful as might have been, but greater profit had been made from a smaller volume of output. One of the principal features of the Philadelphia Typothetæ's work during the year was the maintenance of estimating classes, which were conducted principally for nonmembers. Mr. Cummings cited an example showing the need of these classes, in the fact that a job which had required nine hours' composition was presented to the class and the estimated time for composition reached all the way from six to eighteen hours. These were perfectly honest estimates, and one of the purposes of the class is to give such instruction as would obviate similar exhibitions of lack of judgment. He also extolled the virtues of the labor bureau, saying that the "test" applied in Philadelphia had been of great benefit in "running down" men.

Secretary Smith, of New York, also joined the grand chorus in laudation of the labor bureau, which, he said,



Members of the United Typothetæ of America at the door of the White House ready to greet President Taft. At the head of the line the retiring president of the organization is shown in conversation with the new president.

was an important feature, and an absolutely necessary one, if nonunion conditions were to be maintained. The Chicago Typothetæ had not only been able to furnish good men to its members, but had done considerable work for nonmembers or Typothetæ in other cities. Mr. Chesterman recited instances where the bureau had given practical aid to several employers who were confronted by labor demands, enabling them to defeat the employees. He thought that this work should be supported by appropriations from the national fund to such an extent that a branch bureau might be established at Chicago for the purpose of serving the Western country. Mr. Chesterman also made a plea that members of the Typothetæ should give attention to such questions as workmen's compensation for injuries, old-age pensions, the establishment of mutual banks, and so forth and so on. Through such means the workers would be brought together and a bond of sympathy created which would hold them to their employers.

Secretary Cummings, of Philadelphia, reported conditions as being satisfactory; while there had been no great increase in membership, the influence of the Typothetæ had had made it possible for his office to place three or four times as many men with nonmembers as with members. In two instances he had been able to man shops that had difficulty with their employees. He reported that the New York "wrong-font list" is now 1,700 names long, and warned his auditors that, with organizations as with individuals, only those who have a real purpose and a worth-while program to present to the world can hope to succeed.

The principal feature of the report of Secretary June, of Syracuse, was the suggestion that the United Typothetæ maintain a corps of cost experts, to go up and down the country for the purpose of educating the guileless printer who insists upon working for nothing or next to nothing. Secretary Lester, of Springfield, Massachusetts, also made the beauties of cost-getting the burden of his dissertation.

Secretary Powers, of Grand Rapids, said his local had done some missionary work among the towns contiguous to "the Rapids," and suggested that the national organization should provide funds for such purposes, as it was practically impossible for small Typothetæ to bear the comparatively heavy incidental expenses.

Secretary Brown, of Kansas City, spoke of the rise of his Typothetæ, which he ascribed to W. J. Hartman, of Chicago, whom he termed "The Prince of Printers," who fired one iron shot from his cost gun and convinced the craftsmen of Kansas City of the need of organization.

When Secretary McCracken, of Winnipeg, was called to the rostrum, the convention was treated to a convincing talk on the greatness of Canada generally and especially the new Northwest. The speaker urged the Typothetæ to take special pains to look after the new towns in Canada's new provinces. He said there was an actual dearth of labor in Winnipeg — so much so that local printers had been compelled to send across the sea, and were in hopes of being able to secure twenty or thirty employees from the British Isles. Mr. McCracken averred that everybody expected the inauguration of the eight-hour workday would increase the number of small offices, but experience in Winnipeg proved the reverse to be the result.

stoppages for wash-ups, for change of rollers and a hundred other causes make a total of from thirty to forty per cent of nonsalable time and reduce the output to sixty or seventy per cent below the maximum. He also said that "too much plant" is responsible for a low production percentage, and advises exchanging of work between offices rather than the purchase of new machinery, until it had been proved by actual output that there is need for the extra machine. At the same time, he would not have the printer wasting time with obsolete machinery, as he advised strongly in favor of dropping worn-out presses, holding that ten years is a reasonable life for pressroom equipment. He did not mean to always buy new presses, but to exchange the old type for a more modern tool. In a lack of knowledge about paper Mr. Porter sees another failing of the printer who dissipates valuable time on clumsy experiments, that would be obviated if he were more thoroughly informed as to the proper treatment of



WILSON H. LEE AND J. STEARNS CUSHING.

New President and new Executive Committee Chairman of the United Typothetæ of America.

Specially posed and photographed for The Inland Printer by Waldon Fawcett.

Among the other secretaries who contributed to this interesting portion of the program were Messrs. Murray, of Boston; Abel, of Elkhart; Kinnison, of Goshen, Indiana; Moulton, of Providence; George Hahn, of South Bend; Strickland, of St. Louis, and Ellis, of El Paso. The latter gentleman declared with feeling and amid some applause that El Paso was a nine-hour town and employing printers had no "truck with unions."

Porter on Pressroom Output.

As is his invariable habit, Mr. A. P. Porter, of Boston, read an informing paper, in a pleasing way, on "Pressroom Output." It fairly scintillated with good things—so good that the convention ordered it printed as a separate pamphlet for general distribution. Mr. Porter said, "Better print fifty thousand at ten per cent profit than one hundred thousand at five per cent," for there is health and peace of mind in the smaller run, as well as reduced friction on the plant, and just as much profit. He also directed attention to the fact that present customs make wastage in the pressroom a confirmed habit—for instance,

paper in its relation to ink, etc. He referred to the immense volume of printing done, as shown by the census, and said that an increase of one hundred or seventy-five or even fifty sheets a day on each press would mean not only a great increase in the aggregate profits, but would add substantially to the income of individual printing-offices.

Mr. Charles E. Falconer, of Baltimore, read an address on "The Offset Press," which was heartily received, and is printed in full elsewhere in this issue.

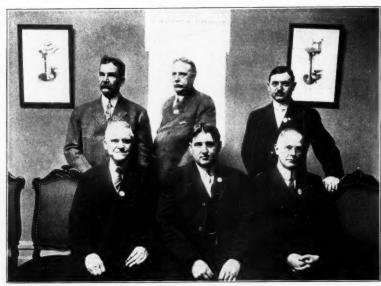
Printers and Organization.

"The Attitude of Printers Toward Organization" was the subject of a talk by J. Clyde Oswald, editor of the American Printer. Mr. Oswald is sure printers are favorable to organizations, as there are no fewer than four associations of employing printers in the city of New York. In this respect they might take a lesson from the book of their employees, who, though more numerous, have succeeded in banding themselves in one strong organization, that his auditors had reason to know means business when it says

business. This question of joining and maintaining an effective organization is not so much a matter of confidence, in Mr. Oswald's opinion, as it is a matter of fairness and squareness. The employing printer is in a peculiar position as a manufacturer, as he can not take advantage of hard times and work up material into stock to be sold when the market is rising, but his product is a dead loss if not purchased by the individual ordering it. This lack of stability in the printer's market makes organization more than ordinarily desirable, and, at the same time, is the principal reason for the lack of it among employing printers. It is all very well to know costs, both in a general way and down to the smallest detail, but before printers can reap any benefit from that knowledge they will have to acquire the backbone to refuse work at a loss. How best to bring about this condition, is the problem of to-day, and, in the speaker's opinion, the secret of success will be found in effective coöperation.

at the minimum of machines. He said that a large plant — and consequently idle machinery — is inevitable in these days, as service is a prime requisite of success, and without capacious equipment it is impossible to give service, especially when an office is in the competitive field.

Frank E. Webner contributed to the discussion of costs by speaking to the subject, "Cost of Production of Printing." Mr. Webner said there was a material difference between the printing business and ordinary manufacturing, but he could not bring himself to see how a composing-room could be said to be losing money and the pressroom making it. As a matter of fact, there is no profit in the shop. The money is made in the office or by the sales force. He insisted there are many printers who know their business, and it is possible for all printers to follow in their footsteps, but they must first rid themselves of some traditional notions to which even the most successful adhere. In his opinion a cost system should not only say what it



HARRY K. DEAN, GEORGE M. COURTS, A. M. GLOSSBRENNER, WILSON H. LEE, E. LAWRENCE FELL, FRANKLIN W. HEATH.

OFFICERS OF THE UNITED TYPOTHETÆ OF AMERICA WHO MADE THE WASHINGTON, D. C., CONVENTION A SUCCESS.

Specially posed and photographed for THE INLAND PRINTER by Waldon Fawcett.

Joseph Hays, of the Monotype sales force, read a paper extolling the virtues of that machine, and was followed by Leon Hornstein, who lauded the Linotype with great earnestness. At the conclusion of these papers, Mr. George H. Ellis, of Boston, moved "that the delightful pieces of fiction which we have just heard be referred to Mr. Falconer, of Baltimore, for examination and analysis."

Some Phases of the Cost Problem.

Secretary Morrissey, of the Minneapolis Typothetæ, read a paper prepared by Claude D. Kimball, of that city, on "Cost of Cylinder Press Products." The printing-office policy of allowing salesmen to make estimates was inveighed against as being a mistake. In other industries the salesman comes to the customer with figures prepared by men who know costs; conversely, the printer's salesman gives a figure and the office ascertains its correctness after the money has been spent and the job delivered. Mr. Kimball took issue with those who advocate keeping the plant

costs, but how it costs. There are so many ways of getting costs, however, that there is little use of making comparisons between those obtained in one office with those secured in another office, until we have a standardized system of cost accounting. From all of which Mr. Webner argued that the present crying need of the trade is uniformity in a cost system.

Apprentices and Trade Education.

Nearly one-third of the time of the convention was taken up with the discussion of topics bearing more or less directly on trade education. The subject was opened by Mr. Chesterman reading a paper on "Apprentices," which had been prepared by Thomas E. Donnelley, of Chicago. That gentleman gave a sketch of the old apprenticeship system and schemes now being advanced to supply its place. He favors the half-time method and unreservedly recommends it to printers generally. In doing so he referred to the apprenticeship school at the Lakeside Press,

where at present there are thirty scholars who are, through their parents or guardians, bound to an apprenticeship of seven years. This school has been in operation a little more than two years, under the management and supervision of an educator assisted by graphic-arts journeymen. The pupils put in four and a half hours in the shop and three and a half in the school, where suitable academic subjects are taught.

Isaac H. Blanchard, of New York, unqualifiedly endorsed the Donnelley plan, but said that the first step was to get the boys and then to be sure that the school and those connected with it were permeated with a practical idealism. He also outlined a government-supported trade school, where printers would not only reach a high state of individual development, but would be trained in the civic virtues that should inhere in every good citizen, which, Mr. Blanchard seems to think, are lamentably missing at this time. J. Stearns Cushing said Mr. Donnelley was to be

the return is bad, because of the printer's ignorance of business principles and methods. Mr. McFarland does not blame the present generation for this, as they have no place to go to secure the desired information. He wants succeeding generations to be better provided for, and recited his experience in asking the faculty of Cornell University to institute a department of printing, and his surprise in finding that, partly through the instrumentality of the Society of Printers in Boston, the authorities at Harvard had determined to take up the matter, and they are now preparing to obtain higher education for the printer. When accomplished, this will be a long step toward the time hoped for by Editor McQuilkin, of THE INLAND PRINTER - when the maker of a fine book should be deemed as great and serviceable a citizen as one who built a fine house or painted a great picture. The speaker thought this a modest ideal, and felt that we were on the eve of achievement.

On behalf of Chairman Glossbrenner, of the committee,



Executive officers and the Executive Committee of the United Typothetæ of America. Specially posed and photographed for The Inland Printer by Waldon Fawcett.

commended on his enterprise, but the speaker's experience with the North End Union School at Boston led him to believe that the Chicagoan would have a great deal of trouble in getting the right class of boys. Mr. Cushing found that youths preferred to become pressmen or stereotypers, instead of compositors, as there is a widespread belief that machinery will eliminate the compositor as a factor in the printing business. He also pointed out that if Mr. Donnelley's plan were successful, at the end of seven years he would have 210 apprentices, which would reduce the demand for journeymen to a minimum. Mr. Cushing gave an interesting account of the development of the North End Union School, where boys are given a preliminary training and then apprenticed to one of the employing printers who are interested in the school.

J. Horace McFarland, of Harrisburg, Pennsylvania, exploited his idea for higher education. He said that he was not appealing for the benefit of those present, but for those who would come after them and continue with their business. He wants a West Point or an Annapolis to equip men to become the majors, colonels and generals of the trade. The overturn in the printing business is good, but

Mr. Kendrick presented an informal report on the Winona School at Indianapolis. He spoke of the difficulties that surrounded the venture, and said the committee felt it was justified in looking on the future optimistically, as it believes the school will yet be a part of an institution destined to be the great trade educational center in this country. He appealed to the compositor to retain control of the concern.

Charles Bookwalter, formerly mayor of the Hoosier capital, and now receiver of the Winona institution, followed Mr. Kendrick. He said he was anxious to be a receiver who would construct and that the people of Indianapolis were determined to make their institution a success. In order to do so they had decided to give \$65,000 a year for the support of the school. Heretofore there has been a tinge of sectarianism in connection with the school. Mr. Bookwalter said that such would not be the case in the future, as the institute would be known as "The National Trade School of Indianapolis." Declaring himself a union printer, who thought as much of his card as a sectary did of his religion, he said unionism or nonunionism would have no more to do with the trade school than it has to do

with the management of a religious denomination. If his fellow unionists are not prepared to give the boys a chance, then so much the worse for them, as the world does not wait for the slow-minded to catch up. Under the existing arrangement with the Typothetæ, the school is unable to do jobwork for outsiders, which Mr. Bookwalter declared to be a great mistake, and proposed to meet the objection by promising not to take more than \$100 worth of work from any single office in Indiana. He made the familiar arguments in favor of trade education, drawing on Germany for his illustrations and "bogey men," and appealed to the Typothetæ to continue its support of the Winona institution under the new régime. The former Mayor's speech was probably the best made during the meeting, and the result was the adoption of a resolution pledging the organization to contribute \$3,000 during the coming year to the national trade schools.

Seeing the President-The Envelope Issue.

One of the features of the official program was a reception by the President of the United States. Mr. Fell was

and Congressman Smith, of California, who both addressed the convention, and after some pleasantries presented credentials as stand-patters by protesting against the current criticism of and comment on congressional doings. Mr. Smith roused his auditors to enthusiastic applause by saying that the committee would report a resolution having for its purposes the abolishment of the practice of printing special-request envelopes by the Government. Later in the session, Byron S. Adams, of Washington, related some experiences as chairman of the Typothetæ committee appointed for the purpose of effecting this change, and a resolution was adopted endorsing the action of the Committee on Trade Abuses.

About Affairs Generally.

The Committee on Topics did not dissent from any statement made in the officers' reports, and, as President Fell said, owing to the fact that the work done during the past year does not lend itself to loud exploitation, there was little startling information in the reports. Mr. Fell, however, advocates sending a representative to a town and



One of the cars in the tour arranged for the ladies of the United Typothetæ Convention.

especially anxious to have a large attendance, and in his earnest, convincing way told the delegates something about the need of putting their best foot forward when among the nation's lawmakers. He said that those whose business it is to represent the trade before congressional committees and the executive departments knew the importance of having an organization put up a good front both as to quality and quantity, so he urged his hearers to be on hand at the White House at the appointed hour, and, in addition, to make it their business to visit the capitol and send in their cards to their respective congressmen, dropping a word concerning the matter in which the Typothetæ is at present especially interested - the Government printing return cards on envelopes. Almost everybody went to the reception, but three senate leaders of national renown got there a few minutes before them, and the printers were kept standing for nearly an hour before being ushered into the presidential presence. When they returned to the hall they were accompanied by Congressman Weeks, chairman of the House Committee on Postoffices and Post Roads,

allowing him to remain a sufficient length of time to do effective work, pointing out one instance where a Typothetæ which a year ago had but seven members in good standing is now the largest in the organization, having forty-one active members, with a corresponding improvement in the general condition of printers. This he attributes to the work of the representative, and, of course, he is in favor of having as many such placed throughout the country as the funds will permit. He does not believe that successful cost systems can be instituted by correspondence, except in rare instances, and concludes that "direct installation of a system by a representative is the true and only way to start a printer right."

The president had a good word to say for the first printers' cost congress, and the convention went a little farther by recommending the findings of the cost commission to printers throughout the country.

Chairman of the Executive Committee Lee joined in congratulating the organization on its growth in numbers and strength, saying that the financial condition is satisfactory, despite the decreased dues and the expenditure of much money in extension and other work, the increase in membership being variously given at thirty-eight and forty per cent.

Secretary Heath covered much the same ground as his fellow officers, was optimistic as to the future, and said of the labor situation: "During the year no difficulties with employees have been reported by our members, and, so far as known, quiet and harmonious relations have existed."

At the suggestion of the topics committee the convention adopted a resolution authorizing the appointment of a committee to request Theodore L. De Vinne to allow a bronze bust to be made of himself for the use of the organization.

The president was authorized to appoint a standing committee on printing trade customs or usages, and to it was referred the question of the giving and acceptance of commissions by salesmen and employees, respectively.

New Officers and Their Work.

The convention took care that the incoming officers should not lack for work, as there were referred to them a number of subjects presented by the delegates. Mr. Lee and his colleagues will be required to determine whether a branch office should be established in Chicago and whether a weekly bulletin on costs should be issued, and the advisability of establishing an insurance fund for the employees of open shops.

The convention thought it improper for it to adopt a resolution endorsing New Orleans as the logical city for the proposed Panama Exposition and refused to endorse a national price-list, for the very obvious reason that there is such a diversity of conditions of production.

Under the chairmanship of H. M. Loth, of Chicago, the nominating committee presented a report recommending that the official chairs be filled as follows:

Wilson H. Lee, president, New Haven, Conn.

J. Stearns Cushing, first vice-president, Norwood, Mass. George M. Courts, second vice-president, Galveston, Tex. J. A. Morgan, third vice-president, Chicago, Ill.

A. M. Glossbrenner, treasurer, Indianapolis, Ind.

Executive Committee — L. T. Davidson, Louisville; Harry K. Dean, Grand Rapids; George H. Ellis, Boston; E. Lawrence Fell, Philadelphia; Alex Fitzhugh, Des Moines; W. T. Fletcher, Kansas City; William Green, New York; E. A. Kendrick, Buffalo; H. W. J. Meyer, Milwaukee; W. E. Milligan, San Antonio; Benjamin P. Moulton, Providence, Rhode Island; William Pfaff, New Orleans; Robert Schalkenbach, New York; Fred L. Smith, Minneapolis; A. E. Southworth, Chicago; Edward Stern, Philadelphia; John Stovel, Winnipeg; Rufus C. Williams, Richmond.

No one showed a disposition to amend the report in any particular, and the persons named were declared elected for their respective positions.

In relinquishing the chair, Mr. Fell said he had enjoyed the experience of three years as president, but appreciated the relief that would come with his retirement. Mr. Lee stated that he had been a member of the organization since its inception, had seen it grow from a semisocial association to a business institution, and believed it was just entering on its era of greatest usefulness. The other officers spoke in a similar vein.

Fell Reconstructive President.

Mr. Ellis moved a vote of thanks to Mr. Fell, saying that great as had been his work during the past year it was no greater than his friends had expected. He gave Mr. Fell credit for being president during the reconstructive period in the Typothetæ's history, and believed that his work would be of great advantage to the craft.

Naturally, the printers of Washington were thanked for the excellent arrangements made for the entertainment of the delegates and visitors, who were kept so busy that at one time it looked as though the business would not be transacted within the allotted time. The local press was also thanked, Colonel Cushing saying that the newspaper reports were the best that had ever been accorded the Typothetæ within his knowledge.

PRINTERS AND STAMPMAKERS AS INNOCENT CATSPAWS FOR SWINDLERS.

About a year ago an unknown faker, giving his name as "Doctor Wood," called upon one of the most prominent carton manufacturers and printers of the country and ordered a large quantity of cartons, labeled "National Health Tablets. National Remedy Company, Cincinnati and New York," with the usual description of the diseases for which the tablets were recommended, and, in addition thereto, upon one of the panels the following: "The purest and best blood purifier known. Guaranteed by Parke, Davis & Co., under the pure food and drugs act, June 30, 1906. Serial No. 6."

Having obtained and paid for these cartons, Doctor Wood filled them with chocolate-coated compressed tablets and proceeded to sell them to country merchants in out-of-the-way places, by representing that the money could be obtained for all unsold packages at the end of six months by writing the National Remedy Company, Cincinnati and New York. The unauthorized mention of Parke, Davis & Co.'s name was the gilded bait.

It is needless to say that the country merchants wrote the National Remedy Company only to discover that no such concern could be found to have ever existed.

More recently a man, giving his name as Louis L. Potts, called upon a stamp manufacturer in St. Louis and ordered a rubber stamp, reading: "Louis L. Potts, District Manager Parke-Davis Drug Company, Chicago and Detroit. As per Route," which was shipped to him at Arkansas City, as per instructions. The stamp lay uncalled for in the express office for a long time and was then returned to the stamp company. Potts, it appears, had no connection whatever with the company named. It is, therefore, safe to say that he had a fraudulent purpose in ordering the rubber stamp.

Parke, Davis & Co. say that there are other instances where printers, etc., have thoughtlessly printed their name upon labels, cartons, letter-heads, etc., without ever consulting them as to whether the same was authorized or not. Inasmuch as this company furnishes its agents all supplies of every character that the agent is authorized to use, any one ordering such supplies may be safely treated as a swindler. The company will be glad to pay the expense of a telegram to their Detroit office respecting any order in connection with which its name may be used in any manner.

A little thoughtful coöperation on the part of printers, lithographers, stamp-dealers, etc., not only with respect to Parke, Davis & Co., but any other concern, will often result in nipping a fraudulent scheme in the bud and bringing the swindler to his deserts before he has done much harm.—Bulletin of Pharmacy, March, 1910.

Make yourself an honest man, and then you may be sure there is one rascal less in the world.— Carlyle.



Salt Palace at Night.



Wandamere.



City and County Buildings.



Lagoon.



Great Mormon Tabernacle.



Herd of Buffalo.

FEATURES OF SALT LAKE CITY, UTAH.

SALT LAKE CITY WANTS THE 1911 INTERNATIONAL TYPOGRAPHICAL UNION CONVENTION.

Salt Lake City has a long record as a satisfactory convention city. Political, religious, educational, financial and fraternal gatherings have been held there and a dissatisfied delegate or visitor has yet to be heard of. Last year it entertained the Grand Army of the Republic convention, the largest in numbers which has yet visited the city, and if any old Grand Army of the Republic man is asked about Salt Lake City and the treatment he received there, he'll boost like a native son.

Salt Lake City Typographical Union, No. 115, has been

planning and working for the last twelve months to secure the 1911 convention of the International Typographical Union, and the union is heartily supported in its effort by the Salt Lake Commercial Club. The members of both these organizations think that they have inducements to offer their guests that outweigh the attractions of other places. The way they put it does sound attractive. They say, "Think of a dip in the salt water at Saltair, the resort that has one of the largest pavilions in the world, with the largest dancing floor in the United States." Or they invite their visitors to visit the lagoon and Wandamere, with its fountains, or to that canon through which the Mormons



Residence of C. A. Nichols, Linotype operator, 427 East Sixth South street.



Residence of H. R. Freeman, Linotype operator, 155 McClelland avenue.



Residence of Joseph E. Jepperson, Linotype operator, 830 East Fourth South street.



Residence of Arthur Graham, journeyman printer, 1137 East Second South street.



Residence of F. E. Morris, journeyman printer and proofreader, 753 East Ninth South street.



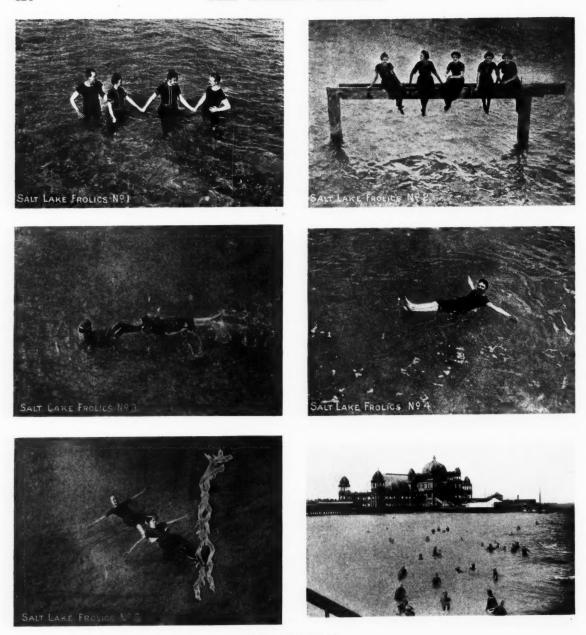
Residence of George G. Reed, journeyman printer, 153 South Ninth East street.

PRINTERS' HOMES — SALT LAKE CITY.

first came into Salt Lake City, in 1849 — Emigration Cañon it is called. Then there is to be an especially arranged bicycle-race program and a sparring match or two at the Salt Palace, where so many famous races have been lost and won. Besides, this resort has every kind of amusement known to civilized man and they will all be open to the typos. And as a climax these enthusiastic Salt Lakers invite the International Typographical Union to a buffalo hunt on Antelope Island. On this island, situated in the Great Salt Lake, is the largest herd of wild buffalo in the world — the property of a wealthy citizen of Salt Lake City. Every few years some of the older and more

vicious bulls have to be killed to make room for the younger generations, and this means a buffalo hunt. Union No. 115 determined to get the privilege for the year 1911, when the next killing would occur, with the International Typographical Union convention in mind, and has succeeded in making the arrangement. The first buffalo, according to the plan, is to be slain by President Lynch, and it is said that he has agreed and is putting in his spare time practicing marksmanship.

Of course, Great Salt Lake is a continuous novelty. It is about the only body of salt water that requires no skill to enjoy its pleasures. The water is so buoyant that the



SALT WATER SPORTS.

Illustrating the buoyancy of the water in the Great Salt Lake, and the Saltair Pavilion, one of the largest in the world, containing the largest dance-hall in the world.

bather floats around like a cork by just holding the body rigid, and one can literally "lie down" on the surface of the water. All the bathing sports can be had here without the disadvantages of water sports in other lakes or in the ocean. It would seem that the International Typographical Union can not have a better time anywhere than with their brothers in Salt Lake City.

HOLY WRIT.

Mrs. G. W. Scripture returned to her home in Wolcott the first of the week, after a short visit with her sister, Mrs. Bible.—Sheldon (Ill.) Journal.

THE PRONUNCIATION OF ROMAN NUMERALS.

"We get everything here that is worth while," said the villager to the city visitor. "Why, last week we had the champion brass band here; the week before the greatest cornet player in the country, and this week we are going to have a great production of 'Lewis the Cross-eye.' You bet, that's a great show." "What did you say was the name of the play?" asked the city man. "Here, have a look for yourself," said the villager, as he pulled out a crumpled program, which announced a "grand production of 'Louis XI.'"—British and Colonial Printer and Stationer.



BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Enamel for Machine Etching.

They seem to have trouble in England with the enamel breaking away, when etching by machine. Process Work gives prizes for the best answers for overcoming the difficulty. One recommends that Le Page's ordinary glue be used, after being clarified with white of egg, as previously described in this department. Another recommends the use of a hardening bath for the enamel before etching. Another uses Russian belting cement, in place of glue, to overcome the difficulty, and various enamel formulas are given, among them the following: Water, 12 ounces; Le Page's process glue, 5 ounces; potassium bichromate, 100 grains; chromic acid (dissolved separately first), 3 grains; ammonia (.880), 2% drams; whites of two new-laid eggs, and mind they are new-laid. Beat up the eggs first, dissolve bichromate and glue separately, then add ammonia last; mix thoroughly and leave until next day before using. This solution has been kept for three months. If it should seem a little too thick, use less glue,

Hard and Soft Copper.

"Engraving Company," Philadelphia, Pennsylvania, requested the writer to call on them and explain why it was that sometimes they would get hard and soft half-tones from the same sheet of copper. They showed some plates that had the ring of hard copper and others that sounded more leaden when struck with a small hammer. All the plates were cut from the same sheet of copper. Answer .-The most reasonable explanation for this is that the several plates were heated and cooled differently when burning in. Of course, the operator said that this was not so. Well, the varying colors of the enamel coating, after heating, would indicate a difference in heating, but not always, for the enamel is liable to be of different thicknesses, according to the size of the plates and the manner of whirling. One thing is certain, that copper can be annealed or softened only by heating to a high temperature and then cooling quickly. One of the chief faults of half-tone etchers is that they bring the copper to an unnecessary high temperature when burning in.

Screen Distance and Diaphragms for Half-tone.

"Printer," Paterson, New Jersey, writes: "From constant reading of The Inland Printer, I have been encouraged to buy an 8 by 10 camera and outfit for half-tone making. On my first attempts I succeeded quite well, as enclosed proofs will show, but I seem to get further away from it. I am confused about the screen distance and the sizes of the stops. Can you help me with a simple rule. I don't want any algebra, for I have no head for it." Answer.— If you will buy "Amstutz's Hand-book of Photoengraving" you will find a table showing the relations cam-

era extension, screen distance, screen opening and stops used should bear to each other. The better plan for you would be to allow the screen distance to remain, merely changing the stops with the camera extension - remembering that the greater the camera extension the larger the stop. Focus the copy sharp, then insert, alternately, various sized large stops, and, with a microscope, observe the effect of the screen on the highest lights in the copy. The stop that gives a minute black dot on the ground glass in the high lights is the proper one to use for a high-light stop, and the proper stop to use for the middle tones is the one that gives fine-light dots in the shadows. The times of exposure you must determine for yourself, by trial and error. It is a good plan to keep a record of every exposure in a book, marking down all the factors and the time of exposure, strength of light, reduction and character of copy. Then, under "Remarks," carefully report the result. Such a record-book will be of more value to you than any book of instruction you can buy.

Getting the Gloss on Post-cards.

"Engraver," Seattle, Washington, writes: "Can you help me in getting a glossy finish on post-cards? I am a photoengraver, and an old reader of your department, from which I have had much information. I have a 5 by 7 camera, and, on Sundays, take it out with me and make pictures, from which I am developing quite a little business, printing them with a Welsbach light at night. I would like to know how the gloss is put on the cards you see in the stores. Is it a varnish?" Answer .- Sometimes it is a varnish. Where post-cards are lithographed in large sheets they are put through a varnishing machine. Then it can be done by setting a large plate-glass level, waxing the surface lightly. Flowing it with a hot solution of a hard gelatin, squeegeeing the post-cards on the gelatin, and, when dry, stripping them off, when they are coated with a glossy gelatin surface. Collodion can be applied in a similar way, dries quicker and makes a good coating. For your purpose it might be more convenient to get a special thin celluloid in sheets, that is made for the purpose. Soak the postal cards in alcohol, lay on a piece of celluloid and press on with a warmed flatiron, or put the cards through heated photographers' burnishing rolls.

Women as Photoengravers.

Mrs. M. de V., Rochester, New York, inquires if there is not a field for women at photoengraving? She writes: "I have been twelve years employed here at developing and testing dry plates and photographic papers. Have handled photographic chemicals so much that I consider myself a good practical photographic chemist. Have studied and read all the photographic books and periodicals I could lay my hands on, and have just been reading 'Amstutz's Handbook of Photoengraving,' which makes me think I could take up photoengraving easily. The wages paid in the factories here are so small and the chances of making a living at photography are so slight that I thought I would write to you for advice. P. S .- I might add that I am not a bit good looking." Answer .- To relieve Madame's mind regarding the information conveyed in her postscript, she should be told at once that the question of comeliness does not figure when one is seeking a position at photoengraving. If it did, there would be quite a percentage of photoengravers out of a job. So that, for modesty and personal appearance, she will undoubtedly hold her own. There are some women employed at photoengraving as photographers, printers, etchers and engravers, but, as a rule, they are not entirely satisfactory. The place this correspondent would

fill in a photoengraving plant is that of chemist—one to take charge of the supplies, see that they are of proper quality and weight, and mix all solutions and keep them in stock, such as collodions, intensifying solutions, stripping solutions and the care of silver baths. There is usually more money lost in large establishments through the wasteful way in which iodin and nitrate of silver is used in intensifying to pay the salary of a person to prepare these solutions. Then, the time each operator wastes in mixing his own solutions and caring for his bath is one of the sources of loss in the business.

Distortion in Metal Plates.

From far-off New Zealand comes a complaint that in color-plates there is trouble in getting "hair-line" register, and asks if it can possibly be that the copper used stretches or shrinks unevenly? Answer .- Certainly, it can be the copper, for copper, in consequence of the rolling process through which it passes, seems to have a grain something similar to a piece of board, though in a very slight degree, which, as every one knows, on drying shrinks across the grain. Copper, in the same manner, expands and contracts on heating and cooling in different proportion across the sheet and lengthwise as it is rolled. Color-plate makers overcome this by making their prints on copper the same direction on the sheet for each set of plates. So well is this peculiarity of metals, both copper and zinc, known to chartographers that, before Government charts are engraved on copper, the metal is laid on a smooth anvil and beaten for hours with a heavy hammer, to destroy the grain fiber in it. This is an expedient which color-block makers could use to advantage. The copperplates used would have to be at least two gages heavier before pounding on the anvil, than they will afterward be required, as they will require much grinding and polishing before use.

Brief Answers to a Few Queries.

J. H. Q., Chicago, Illinois: You should not use blue or green glasses, when working around enclosed arc lamps. Yellow glasses are the ones to prevent the violet rays of the arc light from injuring your eyes, and you will be surprised, if an oculist supplies them, how little yellow is required to cut out the violet rays. T. A. Daly, Philadelphia, Pennsylvania: The candle-power of a light is the multiple of the amount of light emitted by the standard spermaceti candle, which is made in Great Britain for the United States Standard Meter Company. The light tests are made on photographic plates. "Etcher," New York city, submitted some burned-in enamel prints containing spots which he could not account for. They looked like drops of water that had fallen on the enamel while it was hot. This could not be, he said, because the sink was a distance away from where the enamel was burned in. On visiting the etchingroom the writer found a cold-water pipe above the stove. When moisture condensed on this pipe drops fell and struck a shelf in such a way that fine drops of water spattered on the hot enamel. This should be a warning to others. "Proprietor," Providence, Rhode Island: Graining the zinc plate, mentioned in this department for March, does not injure the printing surface of the metal, as you will find the slightest rub with polishing charcoal removes it after etching.

Photolithographic Posters by Paynetype Process.

The writer saw at once that the Paynetype principle, by which metal plates are sensitized with a bromid of silver gelatin emulsion, like ordinary dry plates, and, after development, are etched in relief for newspaper cuts, could be applied to photolithography through the use of bromid

paper. A Mr. Laws, of England, has put the idea in practice, and writes: "The advent of the Paynetype process set me on the track of making photolithographic transfers of posters in that way. A fine-screen negative is made of the poster design, say, 150 lines to the inch. This design is thrown up by an enlarging camera on a sheet of kodak velvet bromid paper. The paper is developed, washed well and then immersed, as Payne does, in a five per cent solution of bichromate of potash for three minutes. After squeegeeing the print is dried. A lithographic stone is rolled up with lithographic transfer ink, the bromid print is dampened slightly, laid face down on the inked stone, pulled through the press a couple of times, and, when pulled off the stone, is found to be covered with an even coating of ink. Should it not be even the print is laid down on the stone once more, in a reversed position, and again pulled through the press. The print is then developed in cold water, the ink leaving the paper everywhere except where the bichromate has hardened the gelatin coating, this hardening of the gelatin taking place only where the bromid of silver has been acted on by light. There is no reason why this process should not give us charming posters, made from three and four color record negatives.

Fog from Resensitizing Dry Plates.

"Three-color," Toronto, Canada, writes: "I have been resensitizing dry plates for photographing through the red filter, but am having trouble from fog. The formula which I use was published in the 'Process Engraving' department of THE INLAND PRINTER, and is as follows: I take the fastest plate I can find, Lumière's Sigma, and bathe it for at least ten minutes, in a solution made as follows: I first make a stock solution of 12 ounces ninety-five per cent alcohol, 12 ounces distilled water and 10 grains of pinachrome. Of this stock solution I take ¼ ounce, in 15 ounces distilled water, and add 1/2 dram of water ammonia just before bathing the plates. After bathing and draining the plates, I put them in a tray of running water, dry off the backs and put in tray of ninety-five per cent alcohol, for a minute, and then put in a dry wooden box, containing dried chlorid of calcium, on the bottom. All this is done in the dark and in the evening. In the morning the plates are ready for use. They work exceedingly quick through the red screen, but, as I say, I am troubled with fog. Can you tell me the cause of it?" Answer.—It is undoubtedly the ammonia. If you leave the ammonia out of your sensitizing bath you will find the plates still sufficiently sensitive. It is also possible that a little light gets into the camera. With such highly sensitive plates it takes but an infinitesimal quantity. Then, the lens should be shielded from all light, except that which comes from the copy. After all, why take the trouble to resensitize dry plates, when you can now buy such excellent panchromatic and orthochromatic or isochromatic plates ready for use?

Machine Photogravure Printing.

The much esteemed British Journal of Photography, for April 1, has a timely article on the patent-rights in machine-printed photogravure. Just now many processworkers and publishers are turning their attention to this method of getting the most excellent printing results. Some of the points made are the following: Those familiar with the history of photoetching will doubtless remember that a method of intaglio photoengraving is really older than photography itself, a primitive process being employed by Nicéphore Niepce, from 1814 to 1827. Following the invention of the carbon tissue, by J. W. Swan, in 1864, the same inventor, in 1865, dealt with the use of carbon tissues, etc., in the production of printing surfaces. One passage is

particularly relevant to the modern practice of intaglio printing on a rotary press. Swan says: "To produce a photographically engraved plate, adapted to ordinary copperplate printing, and capable of rendering inversely and in graduated tints the light and shade of an ordinary photographic negative, I guard against the removal of the printing-ink from the recesses of the plate in the act of wiping, by forming in the recesses numerous extremely thin walls, the tops of which are in the same plane as the face of the plate. The walls may be either in one series of parallel and equidistant lines, or in two or more series intersecting each other; two or more series give them a cellular structure." To produce these lines or cells, Swan formed lines or dots upon the negative or upon a film of albumen or collodion, on which the carbon tissue was coated. He produced a screen for making the lines practically in the

CONVENTION OF INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS.

The International Association of Photoengravers will hold their convention June 27, 28 and 29, at Buffalo, New York. Headquarters will be at the Lafayette hotel, where the meetings will also be held. A record-breaking attendance is predicted. The following program has been arranged:

S. H. Horgan, editor of the Process Department of The Inland Printer, "The Future of Photoengraving."

W. L. Siegfried, of the Baker-Vawter Company, "Standardizing Office Methods for Photoengravers."

Edward G. Pringle, of R. Hoe & Co., "Points About the Offset Press Which Should Be Understood by Photoengravers."

Alfred J. Ferris, secretary and treasurer of the



RUSHING THE SEASON.

same way as a cross-line screen is produced to-day. In a subsequent patent, in 1902, D. Cameron Swan printed on the same sensitive film, either before or after a positive had been printed from, an impression from a ruled screen, after which the combined images after development formed the resist. The Journal concludes by saying that "what is common knowledge as regards intaglio platemaking shows that there are a number of processes which may be combined in different ways to produce a process of intaglio platemaking, such as can be adapted to machine printing, sufficient to justify those experimenting in this line of work not to fear that any patents may interfere with them."

CASEY'S VACATION.

Casey's wife was at the hospital, where she had undergone a very serious operation a few days before.

Mrs. Kelly called to inquire as to Mrs. Casey's condition. "Is she restin' quietly?" Mrs. Kelly asked.

"No, but I am," said Casey.—Norman E. Mack's National Monthly.

Graphic Arts Mutual Fire Insurance Company, "The Coöperative Plan for Fire Insurance."

W. L. Denham, "Cost Keeping."

John Clyde Oswald, editor American Printer, "Creating New Business."

W. E. Baldwin, Chemical Works of M. Ames, Glens Falls, New York, "Saving of Silver Waste."

The officers of the association are:

H. C. C. Stiles, president, the Maurice Joyce Engraving Company, Washington, D. C.; Thomas Heath, vice-president, Electric City Engraving Company, Buffalo, New York; George Brigden, secretary, Toronto Engraving Company, Toronto, Canada; John C. Bragdon, treasurer, John C. Bragdon, Pittsburg, Pennsylvania.

Executive Committee: George H. Benedict, Globe Engraving & Electrotype Company, Chicago, Illinois; L. F. Eaton, Peninsular Engraving Company, Detroit, Michigan; H. A. Gatchel, Gatchel & Manning, Philadelphia, Pennsylvania; Frank H. Clark, Eclipse Engraving & Electrotype Company, Cleveland, Ohio; George Meinhausen, Clegg, Goeser, McFee & Co., Cincinnati, Ohio.

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Factory Ventilation.

There is nothing in the whole lay-out of a paper-box factory that is so important as ventilation, yet it is not often thought of until the health or factory inspector comes, when makeshift devices are employed to satisfy the law and permanent improvements are put off until a more convenient time. That time, however, seldom comes. It is a truism that contented help will do better work than those who nurse grievances, and nothing contributes so much to the morale of the shop as having clean, well-lighted and well-ventilated working quarters. In the cities, where light and air are at a premium, it is not always possible to have ideal surroundings in a factory, but cleanliness and ventilation can be had. With a number of hands working in the same room, rapidly using up the oxygen of the air by their breathing, and with the odors of paste and glue and damp pasteboard still further vitiating the atmosphere, the conditions under which the work is done are sometimes discouraging. Windows can not be allowed to remain open in cold or rainy weather, and there is need for some satisfactory means of ventilation in most of our paper-box shops. R. M. Hill, of New York, has recently patented a detachable ventilator for factory windows that seems to meet all requirements at trifling cost. The device is simple, and may be readily attached to a window-casing, so that the sash may be opened a short distance to permit the escape of foul air, and the entrance of fresh air, at the same time that it prevents direct drafts or strong currents and excludes rain, hail, snow, sleet, soot or foreign bodies. It has been tested in several large factories and given excellent results.

The United Boxboard Company.

The United Boxboard Company has issued a statement to its stockholders showing the operations of the corporation for the fiscal year just ended, which was the first year of the company's existence. From it the gross earnings appear to have been \$393,895; and the total expenses, including repairs and improvements, idle-mill charges, taxes and insurance, and expenses of operation, appear to have been \$278,038, leaving a net earning of \$115,857. To this must be added the earnings of subsidiary companies, which amounted to \$33,089, making the total net earnings \$148,946. This appears to be a profit, but it was more than eaten up by interest charges of \$168,526, leaving an actual deficit of \$19,580.

The company began business March 29, 1909, taking over the property of the United Boxboard & Paper Company, which had gone into a receiver's hands, and has an authorized capital of \$15,000,000. It is, therefore, no inconsiderable factor in the boxboard and paper-box industry. It owns and operates fourteen mills and controls fifteen mills, making a total of twenty-nine, and, with its seven

sales agencies, covers pretty much all of the eastern half of the country. The company has no bonded indebtedness, but owns considerable property subject to underlying bonds, the total of which is \$3,072,490. These are being retired gradually, and, with their retirement, the annual interest charges are correspondingly lessened, so that with a few good business years dividends may be expected by the stockholders. The assets of the company exceed \$14,000,000, and there were retired of underlying bonds during the past year \$129,205.

The company's statement presents some views on the boxboard situation that are worth considering, as follows:

"While the competition has been severe, and the margin of profit narrow, the deficit of the year is directly chargeable to the drought of the summer and fall of 1909, which severely handicapped the operation of the wood-pulp mills. These mills are normally good profitmaking properties, and had it been possible to operate them continuously through the fall and winter, the company's operations for the year would have shown a surplus after payment of all charges. The growing demand for paper boxboard has been accompanied by an increase in production slightly in excess of the normal demand. This overproduction, though slight, has resulted in severe competition, especially on the cheaper grades. Prices have fluctuated from time to time with the market for raw material. The board market, however, is sensitive to a slight underproduction as well as overproduction, and it is reasonable to expect that the unsatisfactory conditions of the last two years will be followed by a return to a level of prices which will permit a fair margin of profit. The present volume of business shows a good increase over last year and the year before."

Going into the Paper-box Making Business.

A correspondent who conducts a jobbing and specialty business in a thriving Southern city of medium size, and who has been attracted by this department of The Inland Printer, asks us for suggestions. He seems to be thoroughly alive, and, if the other business men in his town are as progressive, it ought to be a booming, hustling place. The questions he asks us are too general for full discussion here, and should be more definitely stated. As it is, we can do little more now than generalize and await further specifications. Our correspondent has suggested that paper-box making would probably fit in well with his present plant, if the business could be made profitable in that vicinity, and he inclines to it mainly because the nearest paper-box factory is a hundred miles away, and his town has a population of forty thousand.

Before embarking upon the proposed venture, our correspondent should carefully canvass his locality and learn its capacity as a market. From his statement, his town appears to be a point worth considering, and would probably be a place where a profitable business could be built up, but the character of the people must be observed. Is it a manufacturing population, or is it more of a rural character, having local trade only? Does it patronize local dealers or mail-order houses? What class of goods is it turning out? The builder of engines or of plows or of electrical motors may be the mainstay of the town, employ many hundred people, and ship many tons of product, yet his use of paper boxes would be exceedingly limited, while the yarn or underwear manufacturer, the tailor, the candymaker, the glovemaker, the cigarmaker, the cereal or patent-medicine firm or the maker of specialties might use large quantities of paper boxes. After canvassing the local situation, the possibilities of support from outlying districts could be considered. The paper-box industry is

local from its very nature and must depend largely upon local support, for the product can not be profitably shipped over long distances. The profit may be eaten up by freight charges unless shipments are made in carload lots, and sometimes even this is unsatisfactory. In the matter of machinery it would be advisable to install enough to care for local business only until time has shown how much dependence can be placed on orders from outside localities. In modern paper-box making a printing-plant is a necessity for reasons of convenience and economy. It need not be extensive in size nor expensive to maintain, but it must be installed if the paper-box maker expects to compete with his rivals.

One advantage in the paper-box business is its comparative freedom from labor troubles. Most of the employees are women, the heavy work being small in amount, and women or young girls quickly becoming expert in the several departments. One or two capable men, with the assistance of a competent forewoman, can manage a shop employing thirty or forty girls with satisfactory results, and in small cities most of the employees are members of families in local residences, who may be safely depended upon to be reliable and steady. Boxmakers are not such wanderers as printers or molders, and the work, being light, is very attractive to working girls. The pay is generally by the piece, which gives expert and rapid workers a chance to earn good wages, of which not a few avail themselves. It is probable that our correspondent can make paper boxes a profitable department of his existing business in the small city of his residence with less chance of loss than if he set up an entirely new establishment.

Notes.

THE Enterprise Paper Box Company has located at 663 Mission street, San Francisco, California.

A NEW factory for the manufacture of freight and express cases is being equipped at Portland, Maine, by the Cumberland Paper Manufacturing Company.

BLACK-CLAWSON COMPANY, of Hamilton, Ohio, recently shipped to a paper-box concern in London a large pasting and lining machine, built from their own special designs.

L. WEINSTEIN & Co., paper-box manufacturers in New York city, are reported to have gone into voluntary bank-ruptcy, with liabilities of \$4,612. The assets are said to be so small that the dividend to creditors will be light.

ALBERT N. GOODMAN has become sole owner of the Amsterdam (N. Y.) Paper Box Company, through the purchase of the interest in the business of Herman Van Dyke, who has gone South for a short vacation before embarking in business again.

A NEW company has been formed in Syracuse, New York, for the manufacture of paper boxes. It is styled Schmeer's Paper Box Company, has a capital stock of \$30,000, and was incorporated by H. Schmeer, H. P. Schmeer and G. J. Schmeer, all of Syracuse.

THE use of fiber shipping-cases has increased so much of late that several firms who have been in the business of making wooden cases are putting in machinery to make fiber cases. Among the number are Jones, Coates & Bailey and A B C Box Company, both of Chicago, and Loy, Longes & Co., of Danville, Illinois.

THE Prairie Box Board Company, of Morris, Illinois, which has had a somewhat tempestuous career, has again been thrown into litigation, some of the creditors having filed a petition in the Federal Court asking for the appointment of a receiver. The liabilities are stated at \$200,000, part of which is the bonded debt, and the assets, including

the mill property, are estimated at \$125,000. A reorganization is probable.

CHARLES WEINHAGEN & Co., paper-box makers of St. Paul, Minnesota, are building an addition to their factory. It will be 37 by 100 feet, three stories high, and will be built of brick, with hardwood floors, will be heated by steam, lighted by electricity, and will be fitted with the most improved sanitary plumbing.

PAPER-BOX makers in Ohio report that business this spring has been active and prices good. Paper jobbers in various parts of the State inform us that the demand for board stock has been good, and that there has been a considerable demand for the better grades. The boxmakers say that most of the work now in hand is in the shape of cartons, except for local orders, when stiff boxes are demanded. There seems to be considerable activity in the shipping-case line.

PLANS are on foot, at Johannesburg, South Africa, to establish a paper and board mill, and, in connection with it, a paper-box factory of considerable size. London capitalists are said to be behind the scheme, the main idea being to utilize the natural resources of the Transvaal, the demand for paper and its products having grown immensely since the close of the Boer war. It is estimated that there are available monthly for this new industry 350 tons of fiber, 100 tons of straw and 100 tons of cornstalks. Much of the machinery will be sent out from England, but some American machines will probably be used.

"THE DAHLY" COMBINED AUTOMATIC PERFORATOR AND NUMBERING MACHINE.

The Rayfield-Dahly Company is the name of a new Chicago manufacturing concern which has placed on the market the Dahly combined automatic perforating and numbering machine. It perforates in two directions (right angles) and numbers the stub and check at one operation; automatically feeds the sheet to proper distances as often as desired and then stops; the sheet is next conveyed to continuous rollers, which reverse and deliver it to receiving box in consecutive order. One operator can do this on check-sheets (five on), at the speed of three to four thousand checks an hour. Checks of any length and from % to 4% inches deep can be handled by a series of gages and a graduated scale which is quickly and accurately set. The checks may be three, four, five or six on or more. Can be arranged to do down-line perforating only, to automatically skip the fifth cross-line perforation on check-sheets of five on, also skip the third and sixth cross-line on check-sheets of six on, or can be set to skip any cross-line.

The machine will take three sheets at one time for perforating, and do continuous angle perforating at the rate of 2,100 checks an hour — with five on, over 10,000 checks an hour.

The numbering heads can be shifted to print at any point on the stub of check and whenever desired on the right half of check. Numbering heads are cut to order.

The machine will take sheets up to thirty-two inches wide, and is guaranteed to do good, clean and accurate work. Its net weight is 1,400 pounds. Speed is 5,000 to 6,000 revolutions an hour. Driving pulley 16 inches in diameter, 3-inch face, over all dimensions 65 by 70 inches.

The two members of the company have had long experience with the Latham Machinery Company, Ernest Ray-field as salesman for twenty years, and John Dahly, the inventor, in the mechanical department for twenty-two years. They start out well with orders that will make them hustle.

TRADENOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

Photoengravers' Dispute Settled.

The arbitration board in the Chicago Photoengravers' wage dispute has rendered its decision, which gives an increase in wages of \$1 a week for day work and \$3 for night work. Jurisdiction over foremen is denied the union in the award.

Photographs by Wire.

On May 14 the first demonstration of wire photography ever made in this country was given through the medium of the telectograph, T. Thorn Baker's invention, which successfully transmitted pictures from the office of the Boston American to the American office at New York.

Penitentiary for Ohio State Printer.

Convicted on charge of falsely certifying vouchers, amounting to over \$5,000, Mark Slater, formerly State Printer of Ohio, has been sentenced to four years in the Ohio State penitentiary. It was alleged that he received over \$26,000 "graft" while in office, and fifteen other indictments are pending against him. Appeal has been taken to the circuit court.

Study of Paper and Pulp Conditions.

A laboratory and equipment, at a cost of more than \$100,000, have been installed by the University of Wisconsin, for the purpose of testing and studying by practical methods the preservation of woods, the testing of timber, and the chemistry, technology and maintenance of woods. The work will be carried on under the supervision of the Bureau of Forestry of the Department of Agricúlture.

San Francisco Enterprise.

With the purpose of stopping the practice by local concerns of sending their printing contracts outside the city, and to further the interests of the union label, the San Francisco Typographical Union has enlisted in a campaign which includes a contest among its members and apprentices for the best showing in this connection. Among the prizes offered are the I. T. U. Course of Instruction and a year's subscription to THE INLAND PRINTER.

Printers Favor Mutual Fire Insurance.

The Ben Franklin Club, of Minneapolis, has shown considerable interest in the subject of mutual fire insurance. At a recent meeting of the organization a most enthusiastic reception was given W. S. Mathews, secretary of the Minnesota Retail Mutual Fire Insurance Company, who addressed the members on the subject, recounting the history of the hardware men's company, which, after ten years of life, has a surplus fund of \$250,000, with a regular dividend-payment of fifty per cent to its members. Mr. Mathews, in speaking of the constantly advancing rates of the old-line companies, declared that the only way to keep this tendency in check was by counter-organization,

and he urged his hearers to give generous support to the Graphic Arts Mutual Fire Insurance Company, which, he said, was following out the same plans that brought such distinguished success to the company he represented.

At the close of Mr. Mathews' address many members stated their intention of becoming affiliated with the Graphic Arts Company.

New Southern Printing Concern.

Plans have been completed for the establishment of a new printing-plant at Nashville, Tennessee. W. B. Baird and W. E. Ward, the former for twenty-one years superintendent of the Cumberland Presbyterian Publishing House and the latter recently manager of the same institution, have organized a company and purchased machinery and equipment suitable for an up-to-date, high-class printery. The long experience of the heads of the concern insures its success.

Strong Fight for Typographical Convention.

Not only union printers of Salt Lake City, but committees of local commercial organizations and business men are making a strong campaign to land the International Typographical Union convention for 1911. Literature descriptive of the city's attractions is being prepared, and the Salt Lake delegates will go to the 1910 convention loaded with arguments and invitations from the citizens and officials both of the State and city, pointing out the wisdom of selecting their bailiwick as the place for the 1911 meeting.

Typos Escape Imprisonment.

The sentence of twenty days' imprisonment on former President P. J. McCormick and Organizer Vincent J. Costello, of the New York Typographical Union, for contempt in disobeying the restraining order secured against the union in 1907 by the Typothetæ of that city, was remitted on March 7 by Supreme Court Justice Bischoff. The court directed that fines of \$250 each be paid within ten days by McCormick and Costello, and \$100 each by William J. Sanderson and Thomas J. Bennett, two union pickets convicted with the others.

Permanent Secretary at Minneapolis.

At a recent meeting of the Ben Franklin Club of Minneapolis the Executive Committee was empowered to employ a permanent corresponding secretary. In its two years of existence the club has grown to such proportions, both in numbers and influence, that this action was necessary in order to properly conduct the business of the organization. In accordance with this action, the committee, though coöperation with the Chicago Ben Franklin Club, has secured the services of Richard Franklin Lawson, a well-known Illinois newspaper man, who, on May 1, was placed in charge of the affairs of the club, at 219 Fifth street, South, and has begun a spirited campaign to enlist the sympathy and coöperation of every employing printer in Minneapolis in the Ben Franklin movement. Preliminary steps have been taken also to organize a state-wide Ben Franklin Club, following the lead of South Dakota.

Harmonious Printing Trades Conference.

The conference of representatives of the allied printing trades, recently held at Cincinnati, Ohio, resulted in a harmonious agreement upon a general line of coöperation of the different crafts throughout the country, concerning the bettering of conditions and avoidance of entanglements and disturbances. With the purpose of using care in the cultivation of good relations with employing printers, boards of

the national officers are to act along with the local committees in the settlement of disputes. Where differences arise between affiliated unions, they are to be settled by amicable arbitration. International President Lynch is said to have expressed himself as highly pleased with the prospects for a reign of peace, as the result of the conference.

To Become a Hobo.

In order that he may again enjoy good health, the editor of the Glenwood Springs (Colo.) Echo, H. J. Holmes, has decided to take to the road and become a real tramp. He will beat his way from Denver to Boston, riding bumpers, sleeping in box-cars and interviewing the ladies at back doors for handouts, in real hobo fashion. Mr. Holmes has concluded to try this plan in an effort to regain his health after an unsuccessful trial of the leading European spas.

Advertised for Lonely Christians.

The enterprising pastor of South Park Methodist Episcopal church, Chicago, recently demonstrated to business men the value of a newspaper column when it is desired to increase patronage. St. Lawrence Chandler, the reverend gentleman in question, some time ago advertised for lonely Christians to come to his church and was rewarded with forty-five replies. Twenty-five of the writers gave him the glad hand after services the Sunday following the appearance of the advertisement.

Atlanta Typos' Golden Anniversary.

At the Grand Opera House, on the evening of May 16, Typographical Union No. 48, of Atlanta, Georgia, celebrated its golden anniversary. A musical and literary program commemorative of the occasion was rendered, and many well-known artists helped to make the celebration a brilliant success. President James M. Lynch, of the International Typographical Union, and President Robert L. White, of the local organization, were the principal speakers. The former spoke on "The Grand Old International Typographical Union," and President White gave a "Historical Sketch of the Atlanta Typographical Union."

Resignation of Charles W. Carpenter.

On resigning from the firm of R. Hoe & Co., Mr. Charles W. Carpenter early in January issued the following to the trade:

"Recalling my associations with the newspaper publishers as an employee and a member of the firm of R. Hoe & Co. for the past thirty-eight years, it seems natural and fitting to announce that on January 1, 1910, I retired from the firm to enjoy a much-needed rest. In advising the publishers of this fact, I wish to thank them, one and all, for their kind and sympathetic business courtesy manifested at all times, which shall ever be a strength and inspiration to me while time and life shall last."

H. R. Ihrie's New Position.

On May 1, H. R. Ihrie associated himself with the Viquesney Printing Company, of Indianapolis, leaving the American Type Founders Company of that city, with which he had worked for a number of years, the last eight years with the Cincinnati branch and before then with the Chicago branch. At one time Mr. Ihrie held a position with the Inland Type Foundry, of St. Louis. During his connection with the Cincinnati branch Mr. Ihrie had the greater part of Indiana as his territory, with headquarters at Indianapolis. He also has had much experience as a book and job printer and in newspaper work. With the addition of Mr. Ihrie the Viquesney Printing Company

expects to increase its business, especially out of town. It is a rapidly growing firm, and Mr. Ihrie fills its need for a thoroughly competent man as office manager and general assistant

George W. Hanna Joins Walter Scott & Co.

Walter Scott & Co., the well-known printing-press manufacturers, have secured the services of Mr. George W. Hanna to represent them in New York city. Mr. Hanna is well known in the printing-press trade, having been connected with Marder, Luse & Co., of Chicago, for eight years, and later having charge of the New York territory for C. B. Cottrell & Sons Co., for nearly fifteen years. Through Mr. Hanna's wide experience in selling machinery to large newspapers and magazines, as well as to the trade generally, he is well qualified to represent the very complete line manufactured by the Scott Company. Mr. Hanna is now in charge of their New York office, No. 41 Park Row.

Fifty Years with One Concern.

Albert H. Cobb, of Rutland, Vermont, has been in the employ of the Tuttle Printing Company, of that city, for over fifty years. He began work as a compositor in 1860, after having been employed on the Rutland Courier for several years. In celebration of his half century's service, about one hundred and fifty of his friends and business associates gathered at his home and presented him with souvenirs of their esteem and affection. Among the curios exhibited during the reception was a copy of the Courier which Mr. Cobb had set by hand over fifty years ago. He still is hale and hearty at seventy-four, and says he expects to continue in active service with the third generation of Tuttles for some years to come.

Printing Trades in New York State.

In a bulletin issued early in March the Committee on Congestion of Population submits a table showing the percentage of unemployed in the different industries in New York State in the first six months of 1909. With the exception of the employees in the food and liquor industries, the printing trades showed the smallest percentage of unemployed. The building-stone industry, according to the bulletin, was in the most demoralized condition, with thirty-four per cent of workers unemployed, while from eighteen to twenty-seven per cent of those employed in the transportation, clothing and textile, machinery and shipbuilding trades were out of employment. Only eleven per cent of printing trades employees were unable to secure work during the six months' period.

Donnelly and the Branch Offices.

The recent action of Public Printer Donnelly in abolishing certain branch offices connected with the Government Printing Office has created considerable discussion as to the legality of his act. It is said the Attorney-General has questioned the Public Printer's authority to abolish these branches. On the question of the responsibility of the Public Printer and the authority which should be given him in order to secure efficiency of service, a Washington paper has the following to say:

"The law, if it does not, should give the Public Printer full and complete charge of all the printing-offices connected with the general Government that are located in the District of Columbia. He should have authority to abolish or inaugurate as the business of the department, according to his judgment, would warrant. It is a poor business proposition to hold a man responsible for the proper conduct of a department and not permit him to manage the

department as to him may seem best. This is the great difficulty a man meets with in running a political branch of the Government service. When a person under him gets a grouch, straightway he is off to his influence and the man in charge must 'knuckle,' which means that his authority over the particular individual is weakened or he must quit."

In Memory of Deceased Printers.

On May 29, the Sunday preceding Decoration Day, typographical unions throughout the United States and Canada held memorial services in honor of those of their membership who have passed into the great beyond. These annual services, which were begun only a few years ago by a limited number of local unions, in compliance with international action, are becoming general throughout the jurisdiction of the International Typographical Union.

At the Garrick Theater, Chicago, the local organization honored its dead with most elaborate and impressive ceremonies. The committee in charge deserves great credit for the high-class program rendered and the general excellence that pervaded the entire ceremonies. The principal address was delivered by John C. Harding, organizer and recording secretary of the union, and a former member of the Chicago Board of Education.

Business Methods.

"Customer - How much will you charge for five thou-

sand small catalogues?

"Printer — My dear sir, how much are you willing to pay? Our prices are the lowest on earth. With every job we present either a washtub, board and wringer, a sewing machine, a baby-jumper — and a baby — a piano, a bed-stead, or some article in our gift department — the customer takes his choice. Will you place your work here?

"Customer - No; I'll try another printer first; per-

haps I can do better."

The above dialogue appeared under a cartoon of a printer and a prospective customer in the menu booklet of a recent banquet of the Employing Printers' Association of New Orleans. As the question of establishing a cost system was the feature of the gathering, the cartoon and dialogue should have had good effect in illustrating the need of more businesslike methods than those prevailing in many printing-offices.

Bulletin for Business Family.

The Studebaker Brothers, manufacturers, South Bend, Indiana, have begun the publication of the "Studebaker Library Bulletin," to be circulated among its employees with the purpose of mutual benefit. A comprehensive technical and business library has been established, and the weekly bulletin will carry to workers in every department a list of the technical magazines on file in the library. The bulletin also has a complete index to current technical magazine articles. This enterprise of the Studebaker concern is to be commended. Its effect in bringing about greater efficiency by disseminating most valuable information among its many employees can not be doubted. It will benefit both the concern and its workers. The following item, on the editorial page of the first number, is indicative of the Studebaker company's aims: "If you need a book, a magazine or information that will help you in your work, send your request to the library, and, if not available, its purchase for the library will be considered."

Graphic Arts Club Banquet.

The feature of the first annual banquet of the Graphic Arts Club, of Syracuse, New York, held at the St. Cloud hotel, on February 31, was the coöperation between the job-

printers, their employers and the public. While the organization is composed of master printers exclusively, a number of members of the local typographical union were among the guests. An elaborate menu was served, after which the following toasts were responded to: "The Educational Value of Harmony," E. S. Walsh, Rochester, New York; "The Printing of the Future," I. L. R. Minor; "Salesmanship as an Asset," Charles F. Teller; "Coöperation an Essential Factor to Success," James M. Lynch, president of the International Typographical Union; "The Board of Trade in Action," Walter J. Phillips, Rochester, New York. The success of the first meeting was agreeably encouraging to the promoters of the organization.

International Typographical Union Election.

Returns from 557 local unions out of a total of about 700 indicate that all of the general officers of the International Typographical Union have been reëlected by majorities ranging from 7,000 to 10,000. The election was held on May 18 and a number of the smaller towns are vet to be heard from. The total reported vote of the 557 unions having made returns gives the following result: For president - Lynch, 20,312; Reilly, 14,063. For secretarytreasurer - Hays, 21,421; Albrook, 12,026. For first vicepresident — Tracy, 18,238; Govan, 15,140. For delegates to American Federation of Labor - Morrison, 27,370; Hayes, 20,820; Stevenson, 19,102; McCullough, 16,022; Perkins, 12,656; De Nedrey, 10,180; Fear, 11,385; Mac-Lean, 9,946. For trustees of Union Printers' Home -Powell, 16,499; Daniel, 13,245; McKee, 16,735; Fennessy, 11,256; McCaffery, 17,910; White, 12,945; Williams, 7,496. For agent of Union Printers' Home - Nichols, 15,102; Bastian, 7,293; Hitchens, 9,553.

Printers Hear Lecture on Drawing.

At the regular monthly meeting of the Chicago Ben Franklin Club, held in the rooms of the Advertising Club. on Thursday evening, May 12, D. R. Augsberg, well known as an authority on designing and author of books on this subject which are used in the public schools, delivered an entertaining lecture on mechanical drawing. The speaker made use of a blackboard to illustrate his remarks, creating considerable interest in, and no little surprise at, the simplicity that characterized mechanical drawing. made it clear that the youngest child in school could be made to understand the principles underlying the whole subject, and his able analyses of "position," "direction," "perspective" and "form" were especially interesting and instructive. Since the elements of mechanical drawing, to no little degree, enter into the production of good job printing, the members of the club who were fortunate enough to be present felt highly repaid for the time spent in listening to the lecture, and a vote of thanks was heartily tendered Mr. Augsberg at the conclusion of his address.

Chairman Morgan, of the International Cost Commission, made a most encouraging report on the progress made by the commission in its work of perfecting a cost system which shall meet universal favor, and stated that an unabating stream of requests continues to pour into his office from every part of the country for information on the subject, as well as for copies of the proposed international cost system.

General News Notes.

AT Milford, Mass., W. D. Leahy has succeeded C. M. W. Earle. JOHN S. REINOLDS has succeeded Lyman & Reynolds, at Paterson, N. J. STEWART, BELL & STEWART is the name of a new concern at Detroit, Mich.

On May 6 the Appellate Division of the Supreme Court of New York sustained the action of Judge Bischoff in suspending the jail sentence on a number of members of Typographical Union No. 6, of New York city, found

guilty of contempt in disobeying a restraining order issued by the Supreme Court in 1908. The Typothetæ had taken an appeal from the action of Court in 1908. Judge Bischoff.

EMPLOYING lithographers will establish the eight-hour day, beginning muary 1 of next year.

CANADA, according to recent dispatches, may prohibit all exportation of lumber used in the manufacture of paper.

THE Chautauqua Engraving Company, of Dunkirk, N. Y., has taken over the Saskett Engraving Company, of Fredonia, N. Y.

THE Maryland Legislature has passed a law requiring that the union label of the allied printing trades be placed on all the printing done for the State.

Union printers of Sacramento, Cal., are making arrangements to have we of the Union Printers' Home displayed upon the drop curtains of the

The shortest hours in the world among wageworkers are those of the Hebrew Typographical Union, whose members work five hours a day for a minimum wage of \$24 a week.

THE Printers' Relief Association, of Minneapolis, Minn.. one of the most successful organizations of the kind in the country, will, it is reported, be taken over by the local typographical union in the near future.

CHARLES DEACON, superintendent of the Union Printers' Home at Colorado Springs, has been delivering stereopticon lectures throughout the country during the past few weeks on the work of the printers in staying the ravages of tuberculosis.

ravages of tuberculosis.

In celebration of the completion of the new five-story building of the Index Printing Company, Atlanta, Ga., a banquet was given recently by the employees of the company to its stockholders. Many local newspaper men were present as guests of honor.

The Du Bois Press, which has been owned and managed by A. F. Du Bois, at Newark, N. Y., since 1895, was recently incorporated for \$80,000, with Mr. Du Bois as president and treasurer. Part of the plant has been moved to Rochester and new machinery added, but the Newark office will be continued. The Du Bois Press is gaining a reputation as a first-class book and catalogue house.

PRICES naid by the Canadian Conversant to the plant of the plant of the Canadian Conversant to the plant of the plant of the Canadian Conversant to the plant of the plant o

PRICES paid by the Canadian Government for printing are being probed by the Attorney-General's office. In examining witnesses concerning the giving to Charles Pagean, king's printer, a contract for printing the new revised statutes, for which \$112,000 was paid, the following questions were asked by the Assistant Attorney-General: "Did he (king's printer) have a printing-press?" "No." "So he was king's printer without a printing-press?"

Recent Incorporations.

Joplin Law Book Company, Joplin, Mo. Capital, \$10,000. Incorporas: H. S. Crane, A. W. Hough.

Colonies Publishing Company, New York. Capital, \$10,000. Incorporators: F. T. Braithwaite, J. N. Babb.

J. B. Curley Company, Pittsburg, Pa. Capital, \$10,000. Incorporators: J. B. Curley, W. L. King, R. S. Dunn.

Capital Publishing Company, Oklahoma City, Okla. Capital, \$25,000. orporators: J. B. Perkins and others.

Fleet Review Publishing Company, Washington, D. C. Capital, \$15,000. Incorporators: J. E. Jenks, M. P. Ward.

Wolfer Printing & Publishing Company, New York. Capital, \$50,060. Incorporators: M. Wolfer, R. P. Zobel, B. Fuld. Standard Publishing Company, Hartford, Conn. Capital, \$25,000. Incorporators: R. F. Payne, R. P. Grant, J. Buckley.

Every Woman's Magazine, Manhattan, N. Y. Capital, \$50,000. Incorporators: J. H. Wright, N. J. Gaspard, M. Disch.

Jenckes Publishing Company, New York. Capital, \$150,000. Incorporas: R. S. Harvey, H. C. Beach, J. J. Cushing.

Pitkin Printing Company, Chicago, Ill. Capital, \$10,000. Incorporas: H. M. Blod, J. G. Message, W. R. A. Rust.

Professional Publishing Company, New York. Capital, \$5,000. Incorporators: J. Auerbach, J. Hursch, M. Weinberger. The National Gauge Company, Newark, N. J. Ca porators: G. W. Downs, Anne P. Downs, H. P. Down Capital, \$50,000. Incor-

Kutterer-Jansen Printing Company, St. Louis, Mo. Capital, \$10,000. Incorporators: C. Kutterer, B. E. Chappe, A. A. Jansen.

Star Publishing Company, Presque Isle, Me. Capital, \$10,000. Incorators: G. H. Collins, F. L. Hamilton, Perley C. Brown. Federal Engraving & Colortype Company, Chicago, Ill. Capital, \$10,000. corporators: C. E. Hegberg, A. E. Gnadt, H. F. Eberlein.

Incorporators:

Empire State Motorist Publishing Company, Albany, N. Y. Capital, \$15,000. Incorporators: J. A. Ritchie, H. Nicholos, F. Barry. South Amboy Printing Company, South Amboy, N. J. Capital, \$100,000. Incorporators: A. C. P. Quinby, F. P. Coan, J. A. Coan.

Randolph Publishing Company, Dover, Del. Capital, \$25,000. Incorators: W. F. P. Lefland, W. I. N. Lefland, J. S. Collins, Jr.

Southern Electrician Publishing Company, Atlanta, Ga. Capital, \$9,000. corporators: W. R. C. Smith, C. S. McMahon, S. C. Johnson. F. G. Henry & Co. (printing and publishing), New York. \$60,000. Incorporators: G. LeProvost, H. F. Goetz, E. F. Ellis.

O. S. Pullman Company, Albany, N. Y. Capital, \$15,000. Incorporators: O. S. Pullman, W. A. Morgan, O. L. Allen, Ida Pullman.

The Panchrome Press Manufacturing Company, Corinth, Miss. \$100,000. Incorporators: H. C. Moore, G. Cox, Sr., M. A. Candler. National Democrat Publishing Company, Wilmington, Del. Capital, \$25,000. Incorporators: L. D. Warfield, McMitchell, V. V. Maechiel.

Capital Democrat Publishing Company, Oklahoma City, Okla. Capital, \$25,000. Incorporators: J. B. Perkins, J. L. Tullis, C. V. Eggleston.

The National Democrat Publishing Company, Dover, Del. Capital, \$25,000. Incorporators: L. D. Warfield, M. C. Mitchell, V. V. McNeil.

The Advocate Publishing Company, Mount Sterling, Ky. Capital, \$6,000. Incorporators: E. W. Senff, G. B. Senff, T. B. Arthur, W. Herndon, Jr.

The Walter Rutledge Printing & Carton Company, Dallas, Tex. Capl., \$12,000. Incorporators: C. S. Mitchell, Jr., E. M. Rutledge, C. B.

Braen-Heusser Printing & Stationery Company, Paterson, N. J. Capital, 0,000. Incorporators: A. H. Heusser, H. Braen, J. Roughgarden, \$100,000. Incorporators: M. Ferrary, A. M. Ferrary.

Messenger Printing Company, Danville, Ky. Capital, \$10,000. Incorators: H. McGoodwin, L. Landrun, D. N. Prewitt, E. R. Dillshay, R. P.

The Bulletin Publishing Company, Dillsburg, Pa. Capital, \$15,000. orporators: W. Elicker, G. C. Brandt, S. R. Stauffer, J. G. Glessner, Incorporators: W. D. Sheafer.

Sparta Progressive Publishing Company, Sparta, Wis. Capital, \$5,000, corporators: L. D. Merrill, F. A. Holden, J. M. Morrison, R. F. Nicol,

The Indianola Printing Company, Columbus, Ohio. Capital, \$10,000, corporators: C. S. Plumb, D. S. White, E. E. Keenan, H. M. Vaughan,

The Oil Man's Publishing Company, St. Albans, W. Va. Capital, \$5,000. Incorporators: H. P. McGinnis, R. C. Roberts, L. W. Blakenship, L. P. McIntire, G. F. Isner.

McIntire, G. F. Isner.

Southern Paper Company, Augusta, Me. Capital, \$1,500,000. Incorporators: E. M. Thompson, L. H. Stevens, C. C. Ballard, L. S. Kearney, B. J. Potter, M. M. Willis.

Courier Printing Company, Titusville, Pa. Capital, \$12,000. Incorporators: A. Crosby, P. J. Mersing, J. V. Gorman, J. L. Wilson, J. J. Marion, W. A. Myers, T. S. Crosby.

Journal Publishing Company,; Hartford City, Ind. Capital, \$10,000. Incorporators: C. A. Reeves, C. A. Curry, F. Geiger, M. A. Clapper, J. F. Wheatley, J. G. Maddox, W. F. Modlin, J. E. McFarland, J. R. Harold.

Written for THE INLAND PRINTER.

MARK TWAIN.

BY VIRGINIA FISH.

So, Laughter-Maker, you who wrought from tears and pain A wassail bowl of mirth, and held it, overbrimmed, To a whole world's eager lips so many years, the while Death, loss and grief strove with you at the task, Urging their cup of cursings and of fears, Until e'en them you did beguile with smiles To be transformed and wear a merry mask.

Now, safe within your own bright place of laughter, Borne there on joy of those you have made glad, Your heart, the ruddy chalice broken by disaster, God's love shall lift, and, smiling, shall make whole.

PRINTERS AND PRICES.

It has been suggested that many printers are in the business chiefly out of a love for the art itself and, therefore, it is difficult to impress them with a need for better business methods.

This is defective logic, if it be assumed that the printerman is intelligent. A love for the art should lead those who possess it, first of all, to protect it from the demoralizing influence of the cheap Johns. A real love of business will guide the happy possessors to action, which will result in the elevation of the trade, as a whole, from a technical standpoint. The printer whose prices are such that he is compelled to work day and night to eke out a povertystricken existence may be pointed to as one who loves his work. Nevertheless he is an enemy of the art itself. Rest, recreation and proper nourishment are absolutely essential to any great accomplishment. Little inspiration comes to slaves. In fact, the overworked and underpaid, either employers or employees, are in a poor condition to execute good work of the ordinary kind. But, with the unlimited field for opportunity and development presented to those engaged in the graphic arts, every genuine friend of printing is lending his aid to create a business condition which shall make it possible to generate not only inspiration but an ambition to place the art itself upon the plane which rightfully it should occupy. The best work is achieved only by a properly conditioned mind, which in turn must be supported by bodily vigor. And if we are to possess these, remuneration for service must be based upon the need for those conditions which shall produce them. The printer sacrificing his time and health because he refuses to demand a fair return for effort, is not a martyr to his love for the art. He is, mildly speaking, an enemy to himself and his family, and a stumbling-block to real achievement and development in the printing trades.

PROOFROOM

BY F. HORACE TEALL

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

A Case of Doubt as to Number.

R. L. B., Charlotte, North Carolina, writes: "In a cook book occur the sentences, 'A few slices of lemon improve the flavor,' and 'A few apples cooked with the plums make the jelly nicer.' Should these verbs be left as they are or made improves and makes?" Answer.— The very fact of disagreement in the printing-office, where one person is said to insist that one way is right and another that the other way is right, should lead to the adoption of the one safe and sane decision, "follow copy." In such a case, where the writer has used the same construction in both sentences, the reasonable assumption is that what is wanted is just what is written. Following copy is emphatically the proper thing here, for the sentences are grammatically correct as written and grammatically incorrect with the change. Slices and apples are the subjects, and so their verbs should of course be improve and make — slices improve and apples make. Such is undoubtedly the grammar of the words as used. It is not hard to find a reason for thinking of the other construction, however, nor even to suppose that some people may insist that it is correct. Such logical support may be found for it, in fact, that this writer is not willing to assert unqualifiedly that it is incorrect. Grammatical subject and logical subject are not always the same. They are not the same here. "Slices of lemon" and "a few apples" are the logical subjects, and the first of them gives a hint of the reasoning that would lead to the use of the singular verb. Of course this would be that the slices of lemon and the few apples would each constitute one ingredient in the cooking, and so become unified in idea. Another method of logic might be to consider the expressions as elliptical, and standing for "Adding slices of lemon improves" and "Adding a few apples makes." Thus the grammatical subject would be the understood word "adding," and the grammar would be right with improves and makes. It must be remembered that this is only by way of finding other people's justification for their choice, and not offered as justification by its writer personally. Persons who are in the necessary authoritative position, as authors or editors, have perfect liberty to write sentences like these with singular verbs, makes and improves, and are not so much amenable to criticism therefor as some grammatical purists and pedants would make them. But if a proofreader is to correct one of these sentences, as having been written ungrammatically, the change should be the opposite of the one suggested. The only right way to correct the grammar is to change makes and improves to make and improve.

Hints for Study.

The following letter, from a studious proofreader, we have kept for a while, to determine whether or not to give any personal comment with it. It seems best to present it without comment, except to say that its recommendations

do not seem likely to find very wide acceptance, principally because many workers can not find time for their application. We print it because the hints contained are all of a kind that tend to betterment; and we give it in full because we can not tell positively that any portion of it would be without value to some of us. Proofreaders' work is as various almost as the kinds of books and periodicals they read, and no real knowledge is amiss for any of them, while often some special knowledge is highly profitable. Our correspondent writes:

"It is sometimes well for a successful proofreader to look back over his experience of years and sum up after a fashion the means and elements which have contributed to his mental knowledge and facility. No training whatever (in the sense that the word is generally used) could fit a reader for his work. A little of any course of study might be valuable; any wide reading of standard books is surely a great help - chiefly in verifying quotations, however; languages, especially Latin, give a good groundwork of criticism to one who must always deal with language; the essentials of grammar, rhetoric and punctuation must be mastered, but school training should fully supply thesealso, too often slurred over in the modern 'fad' system of teaching a little of everything in the public schools. To 'rise by the things that are under his feet' - that is, to make each day's work a stepping-stone to better work ahead - is the policy of many; but it is a slow method, it does not take into account the employer at whose expense one is learning, and many a day of rush and stress sees a retrograde rather than a forward movement.

"One must begin first with his habits and nature. Perhaps he is of a ready temperament, apt to judge hastily and to arrive at a point by quick decisions; or he is not disposed to self-dependence, and is greatly desirous of others' opinions. The first duty of a proofreader is to analyze carefully and slowly, to make a decision, to have a good warrant or reason for the same, and to stick to it. Once he has done this in important matters of style, and has been sustained (if appeal is necessary), the matter should be recorded for future reference. Cultivation of the critical and analytical habit comes in the little matters of everyday life. You are reading a new book and a passage compels your attention: do not leave that till you know why it has pleased or displeased you. A strain from a street band arrests your steps: what is it, where has it been heard, what past scene does it bring up? So with a phrase in conversation: how is it so happily expressed? Do not leave anything, in ignorance of its inner, its full meaning, of the utmost you can get from it. Take some of the gayly bound and gilded 'annuals' of the nineteenth century and punctuate and repunctuate, and prune the florid verbosity of their pages. Then read Stevenson's 'Dr. Jekyll' and note whether you could add to or clip one word from that model of brevity. Incidentally this training helps the memory - without conscious memorizing, you are sure to remember every good passage you have studied.

"If possible a galley or page should be gone over a second time for this analysis. On the first inspection, the minuter points must be considered, but any work ought to be looked at from a larger point of view: and this brings me to the mechanical side of proofreading. Often one is dimly conscious that something is wrong, when extreme effort has been expended to get the thing as near literary perfection as possible. Thus it is that, finally, wrong fonts are discovered; capitals, perhaps, sprinkle a page where lower-case should rule; indentions are not harmonious, or foot-notes and tabular matter are in bad shape. Now this mechanical faculty of 'getting the hang of the thing,' of

attending to the proper placing of cuts, of systematizing rule-and-figure work, arranging head-lines, etc., is acquired by much the same method of close criticism of others' work.

"Let us go into any good library and select at random from the shelves fifty books from twenty good publishers. They must, of course, be recent books. Perhaps the first is thoroughly pleasing, and we find little or nothing to object to. Another strikes the eye as bad at once. Investigation proves that the disagreeable effect comes from the fact that the page is too nearly square, is in eleven-point type, with an insignificant small-cap. heading. On inspecting further we find a chapter-head in heavy lower-case type, coming directly under one of the page captions. A third book gives us some very fine tabular work, with smaller tables set into the page body like woodcuts. The fifty books take a little over an hour to 'size up.' Two are reserved for a fuller inspection. Now if one would (or could) do this only twice a week, what a really wonderful education in a technical line of book-making! It would not do a bit of harm for you to look closely at binding, margins, impression, and all that -a reader sometimes has greatness thrust upon him in the shape of a superintendency, temporary or otherwise.

"There are many more points in this building up of one's faculty by impression, analysis, memorizing and study. Only a slight outline of a progressive proofreader's 'laborious nights and days' has been given above. In doing work of this sort, much more is gained than the actual miserly possession of knowing how. It becomes at last a broadening study of the whole world at close range and

under rigid inspection."

PURE AIR AND EFFICIENCY.

Speaking before the Ways and Means Committee of the Chicago Association of Commerce, which recently was in session in the dining-room of a large Chicago hotel, Professor Watt, principal of the Graham School, Chicago, among other things, said:

"No man of any sense would think for an instant of doing business in a place like this, and, in fact, the efficiency of you men has been decreased for this afternoon about thirty per cent. You'll go back to your offices and won't know what's the matter, but you won't be able to do

the amount of work you should."

The subject of pure air was being discussed, and the Professor was blunt and fearless enough to set up his "horrible example" where it could be observed at close range by his auditors. The reference to the insanitary condition of the dining-room will have an interest for employing printers only to the extent of comparing it with that of their workrooms and offices. If the Professor be correct in his statement that the men who gathered in the dining-room had their efficiency decreased thirty per cent on account of the bad atmosphere, what would be the correct percentage, in this connection, of the decrease of earning power of the workers in some of our printing establishments? While at first hand we know very little of the dining-room in question, it is pretty safe to say that from a sanitary viewpoint many printing-offices are in a worse condition. And we quote the statement of Professor Watt with the hope that some of the owners of these offices will be awakened, not only to their duty to those whom they employ, but to the need of a change in the interests of efficiency among their workmen as well as themselves.

Pure air is the elixir of life; it is the generator of ambition, the builder of energy, and the foe of strife and disaffection. Not only the humane, but the wise, master printer will make pure air the first requisite to the equipment of a prosperous establishment.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

HOT DIE EMBOSSING FOR THE TRADE.

The Western Embossing Company, of Chicago, with factories located at Sheffield and Wellington avenues, have brought the art of embossing to a degree of efficiency equal to the best work of Germany or England. The company have increased their facilities to do work for the trade. Samples will be furnished on request and prices quoted.

NEW STYLE DIE AND PLATE STAMPING PRESS.

To meet the demand for an extra large die and plate stamping press, the Modern Machine Company, of Belleville, Illinois, has placed on the market a new 5 by 9 inch stamping press, embodying the very newest features and application of power to secure efficiency, strength and wearing qualities. Full particulars will be furnished by the manufacturers on application.

MACHINE FOR SURFACING CUT-BASES.

The National Perforating Machine Company, Twenty-second and Campbell streets, Kansas City, Missouri, have placed on the market a machine for surfacing cut-bases, illustrated on page 203 of the May Inland Printer. The Rotary Cut Surfacer applies mechanical principles that reduce all cut surfaces absolutely flat and true and makes substantial saving in manufacturing cuts and in printing. Samples of the bases and full particulars will be sent on request.

THE "VICTORIA-HERCULES" EMBOSSER.

The combination of a platen press and embosser in the powerfully constructed "Victoria-Hercules" Embosser, manufactured by the Victoria Platen Press Company, and sold by Frank Nossel, 68 Park Row, New York city, makes this admirable machine one of the greatest moneymakers in the pressroom. The many points of excellence are described in the advertising literature of the company, which will be furnished on request by Frank Nossel, 68 Park Row, New York city.

A NEW HAND PALLET AND STAMPING PRESS.

The Hoole Machine & Engraving Works, 29-33 Prospect street, Brooklyn, New York, announce their new Hand Pallet and Stamping Press ready for the market. This press is designed and built in three styles. Style A is used as a hand pallet stamping press, and is operated by a lever. Style B is used for flat stamping, with either plate or type set up in a chase, and is operated by a screw and handwheel. Style C is a combination of both of these machines, one side being used for hand pallet work and the other side for flat-stamping or chase work. The machines are

equipped with gas-heating heads and sufficient gages to accommodate any kind of work. The machines are open on the sides, so that there is no limit to the size of work that can be stamped. All three styles are substantially built and are extra heavy to prevent any jar or spring. That they are first-class machines, the name of Hoole Machine & Engraving Works is a sufficient guarantee of quality, as it is of anything in the bookbinders' machinery line.

This concern also makes Check-End-Name printing machines and a variety of paging and numbering machines, and it is the oldest house in the country in this line.

TWO NEW EXPANSION SYSTEM REGISTER HOOKS.

The two register hooks shown herewith are the latest additions to the Expansion (point) System of printers' blocks, the well-known plate-mounting system originated and manufactured by the Challenge Machinery Company, of Grand Haven, Michigan.

These two splendid hooks, 6 by 6 ems in size, models of simplicity and strength and possessing every desirable

ever, the extra long travel of jaw — a desirable feature where plates vary materially in size.

The manufacturers state that the demand for Expansion System equipments was never so great as at the present time, and that it will be necessary to enlarge this department in order to render their usual prompt service in filling orders.

CHANGES IN THE WIRE-STITCHING MACHINE BUSINESS.

Some businesses are conducted so quietly that the public seems never to have heard of them, even the special "public" that buys and uses the products of such businesses.

In this way the printing and bookbinding trades have for years known the Perfection wire-stitching machines, manufactured by the J. L. Morrison Company, but very few indeed have known anything of the factory whose business it was to make these machines. This business has been conducted by William A. Philpott and Frederick Leuppie, at Niagara Falls, New York, under a copartnership



feature, will no doubt become the general favorites their design and construction warrant. Either can be relied upon to fill every requirement, thus making it unnecessary to include in an equipment a variety of hooks, each designed to fill its own particular need.

The "Art" Hook possesses exceptional strength, sufficient travel to meet all ordinary requirements, and will allow a minimum margin of eight points between plates. It is composed of only three parts, and may be taken apart in an instant for cleaning. The narrow opening between jaw and base of hook overcomes the objection of some to a long travel hook.

The "Rex" Hook differs but little from the "Art." It is composed of but three parts and permits of the same minimum margin between plates. It possesses in addition, how-

known as Messrs. Philpott & Leuppie. These gentlemen, both trained, practical machinists, entered into partnership in the year 1880, and were doing a prosperous business when, in 1888, an opportunity was offered them by the late Mr. J. L. Morrison to begin the manufacture of Perfection wire stitchers. They undertook this new line, being quick to see the possibilities in what was, at that time, a very new class of machinery, and they brought to their task a knowledge, experience and painstaking care, which, in all these years, have been largely responsible for the mechanical excellence which the Perfection stitchers have always been noted for.

About a year ago Mr. A. G. Mackay, proprietor of the J. L. Morrison Company, New York, decided to incorporate that business, and to take into the company some of the

employees who had been longest associated with him, in this way planning to strengthen and perpetuate the J. L. Morrison Company. Messrs. Philpott & Leuppie have now followed his lead. The new company at Niagara Falls will be called the Philpott & Leuppie Company, Incorporated. The original proprietors retain stock, and Mr. Mackay is one of the stockholders, as are also some of the employees of both the older businesses; thus the whole enterprise is put upon an enduring basis.

There will be no change at present in the style of the machines, and the output will be marketed by the J. L. Morrison Company, just as it has always been, but the businesses are drawn even closer together than they have been in the past, and the trade is assured that the Perfection machines will continue to maintain their reputation for strength and service.

The officers of the J. L. Morrison Company are: A. G. Mackay, president and treasurer; F. C. Crofts, vice-president; Thomas A. Gibson, secretary.

The officers of the Philpott & Leuppie Company are: W. A. Philpott, Jr., president; Frederick Leuppie, vice-president; G. M. Tuttle, secretary; F. E. Laurence, treasurer and manager.

"THE PRINTER'S GUIDE."

The Triumph Electric Company, Cincinnati, Ohio, issues in Bulletin No. 381, published January, 1910, a most comprehensive and instructive catalogue, giving information on all particulars of electric drive as applied to every description of printing machinery, of course, with special reference to the Triumph Motor. The booklet is fully illustrated, and is, as stated, very informing. The Triumph Electric Company have offices in all the principal cities throughout the Union. Copy of the bulletin will be furnished free on request.

SAW-TRIMMER THAT OPERATES ON POINT MEASUREMENT.

The Hexagon Tool Company, Dover, New Hampshire, has placed on the market a saw-trimmer which is said to perform every operation that comes to the hands of a compositor, on an accurate point-measurement basis. The Hexagon Saw-Trimmer saws all kinds of cuts, plates, slugs and other printing material, and the manufacturers claim that it will do the work in such manner as to standardize the compositor's product.

The company is sending out a catalogue that gives detail information in connection with their machine, and offers to send the saw-trimmer on thirty days' trial.

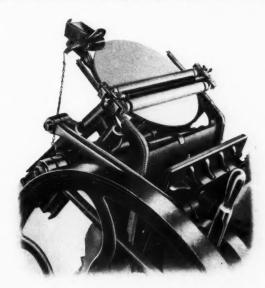
"THE SATURDAY EVENING POST" THE WORK OF THE HOE WEB PRESSES.

The last two of the lot of nine Hoe web presses, which were ordered some time ago by the Curtis Publishing Company, for printing the Philadelphia Saturday Evening Post, have just been installed and started on the edition.

The combined capacity of these new machines is over half a million copies a day of the Saturday Evening Post, delivered folded to page size, cut open at the head, side and foot, bound together with wire staples, ready for trimmer, or trimmed if desired. These presses, which are the latest product of the Hoe factory, are also provided with cover and insert feeding devices, which enable the feeding in and delivery with the regular product from the press of fine covers and colored inserts, printed or lithographed in advance.

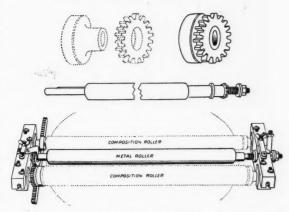
THE ALLEN INK DISTRIBUTOR FOR PLATEN PRESSES.

P. J. Boll, a well-known Chicago pressman, is having remarkable success as the representative of the National Specialty Manufacturing Company, of Milwaukee, in the sale of Allen's Patent Ink Distributor, which gives cylinder press distribution to all types of platen presses. Mr. Boll



The Allen Ink Distributor, which gives cylinder-press distribution to platen presses.

has offices at 130 Sherman street, Chicago. Illustrations are shown herewith of the distributor as attached to the press and of the detail of its construction. The distributor transforms the platen press, without lessening its capacity or interfering with its work, into a three-color process press. It eliminates all friction in the roller distribution — all the



Detail of Allen Ink Distributor.

work is done with rack and gear. The capacity of the press is increased for large work, as it covers large forms in a manner heretofore impossible. The impression is reduced fully one-half, thus prolonging the life of the press. Circulars and detailed information will be furnished on request by P. J. Boll, 130 Sherman street, Chicago.

MULTIFORM RULE BENDING AND CUTTING MACHINE.

The Multiform Rule Bending and Cutting Machine, which has been sold for the past ten years by the patentees and manufacturers, the J. Welty Manufacturing Company, of Fort Wayne, Indiana, mostly to paper-box makers, will hereafter be sold direct from the office of the J. A. Richards Printing Company, of Albion, Michigan. Mr. J. A. Richards is a former representative of the Campbell Company, the Miehle Company and Barnhart Brothers & Spindler. The merits of the "Multiform" for printers' use in making cut-outs were at once perceived by him, and he is in an admirable position to show its needs to the trade. Write for full particulars on the improved machine.

COTTRELL'S NEW YORK OFFICE.

The offices of C. B. Cottrell & Sons Company have been located on Printing House square for forty-two years. In 1868 Mr. C. B. Cottrell opened his first New York office at No. 8 Spruce street, which was then a central location



NEW YORK OFFICE OF C. B. COTTRELL & SONS COMPANY.

for the printing and publishing business of the city. In 1894 they moved to 41 Park Row, facing City Hall Park, where for sixteen years the pleasant and profitable doctrine of "Use Cottrell Presses" has been promulgated. To-day they are in new offices at No. 25 Madison square north, as shown in above cut. The front windows overlook Madison square and the side windows are across the street from the well-known Madison Square Garden. Madison square north is East Twenty-sixth street. The new offices are within a few steps from the surface cars on Broadway and Fourth avenue, and but a short distance from the Subway stations at Twenty-eighth street and Twenty-third street. The Flat Iron building, the Fifth Avenue building and the great Metropolitan tower are across Madison

square. The company's new telephone number is 6244 Madison square.

For some years the trend of the printing and publishing business in New York city has been steadily northward, and the new location will be found very convenient by the trade.

COLOR-CHART BY THE AUTOPRESS.

The color-chart used in this issue of THE INLAND PRINTER accompanying the article on "Scientific Color in Practical Printing," by Mr. E. C. Andrews, page 376, is a striking exemplification of the accomplishment of the threecolor process by the Inland-Walton Engraving Company, of Chicago, and of the work of the Autopress. To give even an approximate idea of the varied colors in this chart in the large edition required for THE INLAND PRINTER would be extremely costly under ordinary circumstances, but the process used in connection with the high efficiency of the Autopress has made it possible to give exemplification of the ideas of standard authorities on color in almost the identical values of the original copy at about the same cost as printing a single color. The Autopress Company has its main offices at 299 Broadway, New York city; W. P. Fisher, the Western manager, is established at 315 Dearborn street, Chicago. Both at home and abroad the reputation of the work of the Autopress is extending rapidly, aided by the satisfaction of the increasing number of users.

"ME, TOO."

In every field of endeavor there are originators, and as a necessary corollary, imitators. Always are there those who lead and those who follow. Look back over the announcements in past volumes of The Inland Printer and pick them out. Read that some house has brought out a new article, device or improvement, whether radical or otherwise. The followers for a measure of time cry "Can't"; then, after every one else has adopted the thing, the imitator discovers it is really a concrete fact—and cries "Me, too." Ever notice it?

There is one house whose announcements have appeared in The Inland Printer pages regularly, which prides itself on its originality. They are the manufacturers of the Thompson Typecaster, a machine which has stirred the printing world with interest ever since it was first announced.

The claim that this machine was capable of casting type from ordinary Linotype matrices was received with incredulity at first, but now that these machines have been doing this very thing in many printing-offices for more than two years, the imitators have changed their cry from "Can't" to "Me, too." It was a new idea to use matrices already in the possession of many printers, and the idea was original with the Thompson Type Machine Company. So, too, when this same company announced that Compositype matrices, of which hundreds of fonts were in circulation, could be used in the same machines, those who were first to ridicule the idea are now vociferously crying "Me, too."

Thirty-six point type was the limit of size, until the Thompson Typecaster set the mark at forty-eight point. "Me, too," says the imitator.

The matrix exchange plan of the Thompson Type Machine Company is another unique idea. Their plan is to sell one font of electrotype matrices (which they make) to a user of their machine and exchange this font for another at any time it is returned, making no daily rental charges and only an exchange fee of \$2, repeating this operation

indefinitely. This reduces the cost of supplying the printing-office with all sizes and styles of type to a merely nominal fee for matrices, and it will surprise no one to see the followers imitate this also.

There is one thing, however, in which the Thompson Type Machine Company has no followers, and that is in the price of their machine. It is sold, completely equipped for casting type and low quads and spaces from five to forty-eight point in size from Linotype, Compositype and their own make of matrices, including motor, gages and tools, for \$1,500—an outfit which would cost three times that amount with any other machine. This is due to the fact that the mold of the Thompson Typecaster is universally adjustable for all sizes of type and that all these matrices are used in the same mold. This adjustable mold is another thing you will find in the past ridiculed as impossible by the same imitators who now declare their abandonment of fixed for adjustable molds. Again it is "Me, too."

However, the Thompson Typecaster is still in the lead with another important improvement. It produces four different combinations of nicks in any body, so that different faces of the same size can be distinguished by the nick, if not by the face. Heretofore different bodies were nicked differently. That was very little help. Every printer will appreciate this innovation. We are listening for the echo, "Me, too."

SELLING AGENCIES OF THE CASIMIR VON PHILP COMPANY.

The Casimir Von Philp Company, of Bethlehem, Pennsylvania, have completed their selling arrangements for the Casimir printing-press, covering the entire United States. A. F. Wanner & Co., of Chicago, have been appointed sole selling agents in all territory west of and including Cincinnati, and Andrews-Marsh Manufacturing Company, of New York, in all the territory east of this point.

The Casimir press is a machine that will appeal to any printer having a line of special work in large quantities, as it will produce more rapidly, cheaper and better than the same work can be done by any other method. The Casimir press is really a complete printing-plant in itself. It not only prints any number of colors on either or both sides of a sheet, but cuts and trims, to size, punches, perforates, rewinds, die-cuts, collates, does bronzing, gumming or varnishing; in fact, it takes the raw stock in at one end and delivers the finished product, ready to be shipped, at the other end, all at a speed up to eight thousand per hour.

Catalogues and details may be had on request from the sole selling agents mentioned above.

Illustrations and further details covering the machine will be found in the advertisement of the company, on another page of this magazine.

CUTLER-HAMMER COMPANY TO MANUFACTURE "THE KOHLER SYSTEM" CONTROLLER.

Of interest to printers and publishers is an announcement just made concerning the Cutler-Hammer Manufacturing Company, of Milwaukee, makers of electric controlling devices, and Kohler Brothers, of Chicago, contracting electrical engineers and owners of the patents covering "The Kohler System" automatic, push-button control for printing-presses, motor-driven tools, etc.

An arrangement has been made by the two companies in

question whereby the Cutler-Hammer Manufacturing Company will hereafter manufacture and market for Kohler Brothers, in the United States and Canada, the varicus types of push-button operated controllers comprised in "The Kohler System" of control. For the purpose of carrying this arrangement into effect, all data, records, etc., pertaining to "The Kohler System" have been transferred to the Cutler-Hammer Manufacturing Company.

It is announced by the Cutler-Hammer Company that they have retained the services of the men who have been handling this branch of Kohler Brothers' business, thus insuring a continuance of expert supervision by engineers thoroughly familiar with "The Kohler System" control and its application to printing-presses and other classes of motor-driven machinery.

Formal notice to the trade, embodying the facts above stated, will be issued shortly by the two companies concerned.

NON-KERNING ITALICS.

Through the enterprise of typefoundries, the troubles of the printer are becoming less and less. Every now and then attention is called to something new that saves time, labor and money in the composing or press room, and, as a rule, printers are not slow to take advantage of it.

For ages typefoundries have made more or less effort to cast italic type without kerned or overhanging characters, but the Keystone Type Foundry is the first and only foundry thus far to cast italic type on normal bodies and sets with no kerned letters. The first to appear was their Powell Italic, which was soon followed by their Ayer Italic, then their Caslon Lightface Italic, and now their Harris Italic, all non-kerning and every one of them on regular or normal bodies and sets. In the fore section of this issue of THE INLAND PRINTER will be found a page of these beautiful faces, composed in condensed form, the idea being merely to show that just as good or better italics can be made without kerns as with them.

The range of usefulness of italic letters is almost equal to roman, and, despite the breaking of overhanging characters, this style of type has always been used extensively for other purposes than mere emphasis. Some of the most beautiful typographical effects have been obtained with italics, and now, that there are no overhanging characters to break off, and the Keystone charges no more for italics than regular body-type, they are coming into more general use for all purposes.

The Keystone announces that, as far as possible, all its italic letters will hereafter be confined to the non-kerning variety, and what it has already accomplished in this direction is evidence that it is able to do a great deal more. The passing of many old-style, slanting, hard-to-read italics, mutilated by broken characters here and there, will be welcomed by the printing fraternity everywhere. Many a good piece of work has been spoiled by broken letters, and it was this fault that made script type unpopular and finally killed off the use of it almost entirely.

NEW HEARST BUILDING.

The preliminary work in the construction of an \$800,000 newspaper building, to house the Hearst publications, has been begun at Chicago. The building will be located at the corner of Madison and Market streets, and is expected to be ready for occupancy by January 1, 1912. It will be ten stories high and of monumental structure.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.

COST OF PRINTING, by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. \$1 by mail. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

FOR SALE—Controlling interest in printing corporation located in central New York in city of 50,000 that is being boomed; plant controls considerable New York city business; to printer-business man an excellent opportunity. F 800.

FOR SALE—On account of ill-health am offering my half interest in long-established job-printing and envelope manufacturing business in growing city in Michigan; large local business and two patented specialties selling throughout the United States; unlimited possibilities for practical man with \$7,000; strictly high-grade propositon. Write at once to

FOR SALE — One of the best-equipped printing-plants in Denver, with well established, going business; invoices \$12,500; taken under mortgage for \$5,000; will sell for \$5,000. 812 Marion st., Denver, Colo.

FOR SALE — Only paper (independent) in growing southeast Missouri town of 1,800 inhabitants, all white; good subscription and job field; price, \$3,000 cash; investigate. DAVID BRIGHT, East Prairie, Mo.

FOR SALE — Republican weekly newspaper and job plant in western New York. Particulars by addressing F 818.

FOR SALE — Well-equipped, small job office in town of 35,000; cost systems in every office; good prices; present owner increased business over 300 per cent in past year; will sell cheap on account of ill-health; act quick. 208 Main st., Oshkosh, Wis.

NEWSPAPER MEN AND PRINTERS—The Canadian Northwest is being settled by thousands of Americans; new towns spring up every day; every town wants a newspaper. Write to MILLER & RICHARD, 123 Princess st., Winnipeg, Manitoba, for full particulars and names of towns.

OWNER wishing to retire offers for sale The Bishop Press, Kansas City, Mo. A modern-equipped plant doing strictly high-grade work; an unsolicited and profitable business amounting to \$24,000 per year; have facilities for larger volume of work, which can be had by soliciting; \$12,000—part cash, balance on reasonable terms. Address THEODORE BISHOP, 14th and Oak sts., Kansas City, Mo.

WANTED — To lease a modern pressroom to an ambitious, competent pressman; good opportunity; considerable trade already established. F 767.

Publishing.

A PRINTER can make money by publishing trade papers while doing job printing. HARRIS-DIBBLE COMPANY, Publishing Brokers, Masonic printing. H bldg., New York

FOR SALE.

AUTOMATIC CARD PRESS — Buffum, latest model, with or without outfit, practically new and guaranteed absolutely first-class in every respect; reason for selling — physical misfortune; best offer takes it. F 823.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

COMPLETE PRINTING AND PUBLISHING PLANT, containing Linotype, 4 presses, stitcher, cutter, perforator, motors, etc., acquired in trade; will sell very cheap, with or without lease; close to Chicago. F 827.

COMPOSITYPE typecasting machine, in perfect order; motor attached.

Address MEYER & THALHEIMER, Baltimore, Md.

FOR SALE — A well-equipped bookbindery and blank-book business in central Ohio; good reason for selling. F 305.

FOR SALE—As good as new, No. 18 two-color Harris automatic press with envelope attachment, plate curver and trimmer; will take sheet 16 by 20 and will print two colors at one operation; this press was used very little; we are not located where we can get long runs our reason for selling; if you need the machine and want a bargain write at once. F 690.

FOR SALE — Improved routing machine; 2 Levy screens, 60 and 133, and saw-table; all purchased new 1909; cheap. R. AYDELOTT, Station E, saw-table; Louisville, Ky.

FOR SALE — Optimus press in first-class condition; prints a sheet larger than 42 by 56; can be seen running in Chicago; 6 years old. F 839.

FOR SALE CHEAP — Model 1 Linotype magazine with channel entrance; in good condition. Address CHICAGO LAW BULLETIN, 161 Washington st., Chicago.

FOR SALE — Secondhand newspaper folder for 6-column quarto, with insert; nearly new. What offers? F 799.

FOR SALE — 36 by 54 Campbell cylinder 2-revolution press, front delivery; in first-class condition; at a sacrifice — easy terms. PENN CARD & PAPER CO., 20 N. 6th st., Philadelphia, Pa.

HARRIS PRESS, 15 by 18, single color, perfect condition; Pony cylinder, 23 by 27, cheap. SHAW, 2141 Adam st., Philadelphia.

HOE DRUM CYLINDER for sale to make room for larger press; 26½ by 34; first-class condition. LEADER, Sycamore, Ohio.

LINOTYPE MAGAZINES for sale for Model 1 or Models 2 or 3 Linotypes; rebuilt and guaranteed equal to new; sold subject to trial; price, \$90 at \$100 each. THE TYPESETTING MACHINERY CO., 1241-1243 State st., Chicago, III.

\$75 EACH FOR MAGAZINES for Nos. 2 or 3 Linotype machine; perfect condition. Refer to Mergenthaler Linotype Co., San Francisco. TRIB-UNE-REPORTER PRINTING CO., Salt Lake City, Utah.

HELP WANTED.

Artists.

ARTIST WANTED — Competent on women's fashions, to go to Canada for the summer; top salary to first-class man. THE MORTIMER CO., Ltd., Montreal, Canada.

WANTED — Commercial artist; experienced man capable of handling photo-retouching and wash drawing and to take charge of art department of engraving house; permanent position and good salary to right man. F 829.

WANTED — High-grade artist to take charge of art department of well-known catalogue, engraving and printing-house; man capable of directing construction of mechanical work, experienced in laying out and designing catalogues; send samples and state salary, with full particulars in first letter, to F 848.

Compositors.

WANTED — A well-educated and healthy, temperate young man, thoroughly understanding composing room work; must be rapid, accurate and skilful worker, capable of setting up advertising in original manner, imposing and making-up forms; good future for right man; state salary expected, age and references. PLUMBERS' TRADE JOURNAL PUB. CO., 45 West 34th st., New York city.

WANTED — First-class job compositor, experienced in high-grade commercial work; nonunion. Submit specimens. IRVIN A. MEDLAR CO., 414 S. 14th st., Omaha, Neb.

Engravers.

WANTED — A steel-die engraver; state experience and wages expected. F. E. MASON & SON, Batavia, N. Y.

WANTED — Half-tone photographer and line etcher; steady work for competent man. BURBANK ENGRAVING CO., Boston, Mass.

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FOREMAN WANTED for composing-room, including Linotype and Monotype equipment, in large office; open shop; unusual opening for experienced man capable of handling men and familiar with high-grade work. F 815.

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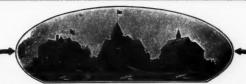
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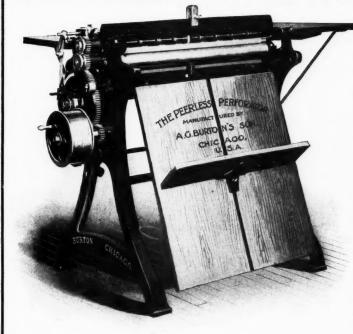
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is a blessing and money-saving device to any print-shop. It must be reliable; it must be accurate; it must be foolproof. These features we have studied carefully, and the ROUSE Mitering Machine is therefore introduced to the printers as the one perfect mitering machine of the twentieth century.

Note these good features

It is the only machine that miters to points *inside* as well as *outside* measure. The rule holder or guide is located and locked at the exact angle wanted, and is equipped with a positive gage that sets instantly and locks automatically to points, enabling the operator to miter rules to picas or *nonpareils*—a feature not found in any other mitering machine.

OUR GUARANTEE means that if this machine is not fully in keeping with our claims, just return it and your money will be promptly refunded.

PRICE, complete, with chip-cup and jointer, is \$20

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PRINTERS USING THE ADAMS PRESS

and who require replacement of parts—in fact, any character of repairs—should indicate their wants at once to us.

We have the entire and complete line of patterns and can ship on quick notice any part at reasonable prices. We are also equipped to repair any kind of Printing Machinery, sending to your plant only expert printing machinists.

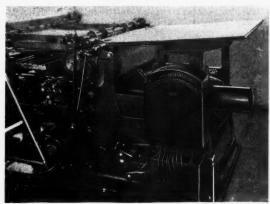
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KEEPING THE PRINTING PLANT YOUNG

A BOOK WITH OVER 100 TITLE-PAGES

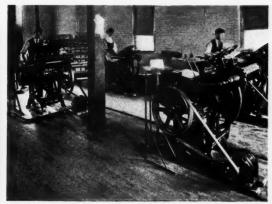
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Optimus Press.

General Electric Type RI. ½ H. P. Variable speed alternating current motors driving one Peerless and three Chandler & Price Job Presses.



General Electric AC Motors With Wide Speed Variation for

For the operation of small printing-presses where alternating current is available, the General Electric Type RI variable speed, single phase motor furnishes ideal power.

The enterprising proprietor of an up-to-date printing establishment whose presses are operated by these motors says:

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GENERAL ELECTRIC Co., Pittsburg, Pa.:
Gentlemen,—The Warren Electric Light Co. have completed the installation of the individual "RI" motor drive for our presses, and after a thorough trial I am convinced that it is

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The flexibility of the motor drive makes it possible to get out better and more work at a very low power cost. motors are little beauties and run like a charm.

General Electric Type RI. Variable speed alternating current motor arranged for belted individual drive of Babcock Optimus Press.

Printing Presses

It is certainly surprising how much lighter, cleaner and quieter my plant is now than with the old shafting, and confirms the opinion expressed by you at the time I purchased the equipment.

Yours very truly,

(Signed) JOHN T. NEWELL.

One year later Mr. Newell confirms his statement.

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MR. FRED M. KIMBALL, Manager, Small Motor Department,
General Electric Co., West Lynn, Mass.:

Dear Sir,—I wish to verify my statement made a year ago in reference to my complete equipment of type "RI" motors and say that they have been entirely satisfactory, and we have had no occasion to call in any "motor doctors." motors and say that they have been entirely satisfactory, and we have had no occasion to call in any "motor doctors."

My power bills are one-third cheaper than formerly, and in addition I have two more machines.

I highly recommend your type "RI" motors for printing-offices or work requiring variable speed.

Very truly yours,

(Signed) JOHN T. NEWELL.

Can not the capacity of your plant be increased and the power cost reduced by installing an individual RI motor drive? Our engineers will be glad to tell you without charge. Write them.

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Inspires Confidence Develops Unutilized Powers

"The Course has simplified matters wonderfully, and gives one confidence to go after 'big' jobs. While it can not make foremen and superintendents of all, a person aspiring to such a position would find the road hard traveling without the Course. *** Had it cost me \$100 I should consider the money well spent."

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"Imitation is the Sincerest Flattery"

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ness. It carries the advertising of the best firms in these lines—the advertisements printed in it carry weight. Send 20 cents today for sample copy. Price per one year \$2.00.

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Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the Finest Grade of Job Ink on the market.

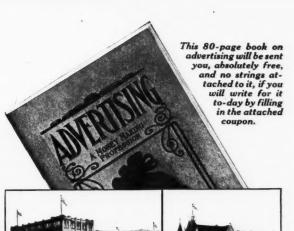
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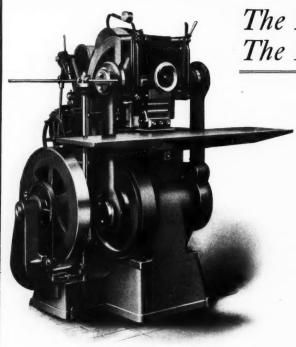
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This new 5 x 9 inch Steel Die and Plate Stamping Press is constructed and designed to fill a long-felt want. The general construction throughout represents improvements that mean efficiency —hence increased output.

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We manufacture two smaller sizes of press.

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Balance Feature Platen Dwell Clutch Drive Motor Attachment

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Obtainable through any Reliable Dealer.

MANUFACTURED ONLY BY

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When it comes to buying machinery, every Printer wants to be "shown." In folders, he is interested more in what the machine will do than what is claimed for it. We know what our Folder will do and every statement made here can be backed up with the proof.

The Cleveland Folding Machine

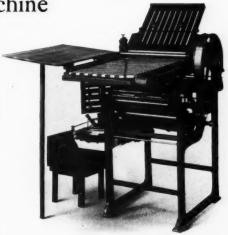
Folds any weight and grade of paper from Onion Skin and French Folio to Double Coated Book and heavy Cover Stock. No tapes, knives, cams or changeable gears are used in folding. It is perfect in register and has a wide range of folds—makes one, two and three parallel folds from 19 x 36 down to 3x 4 inches, and regular 4s, 8s and 16s, book folds, from sheets 19 x 25 down to where the last fold is not less than $2\frac{1}{2}x3$ inches. It will fold 50 per cent faster, and makes a number of folds that can not be made on any other folder.

A Thirty Days' Trial

is yours if you want it. We sell our machines on an unconditional guarantee of absolute satisfaction.

Write for our new brochure, "A Folder Unfolded" and a complete set of sample folds.

The Cleveland Folding Machine Company Cleveland, Ohio







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(U. S. and Foreign Patents)

Is not made of metal

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But is produced on an

Etchable cardboard
Printed on front and back
Only a resist ink used
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resulting in a perfect overlay, with a relief on both sides of the sheet, containing each and every possible shade of the half-tone cut. Some nine hundred printing plants in all parts of the world have installed the process. Among which are numbered many of the most prominent printing plants of the United States. Their recommendations prove superiority.

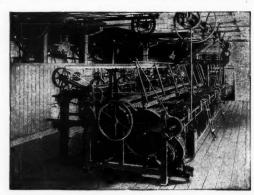
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Westinghouse Motor Driving Folder.

Westinghouse Motors for Printing Machinery

mean an increase in efficiency of each machine, economy in the use of power, a cleaner pressroom, and more light due to the absence of belts and shafting.

Westinghouse Motors require minimum attention, and give a maximum of service

Send for Circulars 1068 and 1118.

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Perfect in its simplicity. Inexpensive in cost of operation. First cost light, because no expensive installation. Economical because of greatly increased output of press. Positive in operation. Write for particulars of advantages and price.



Made in ¼, ½ and 1 H. P., 110, 220 and 500 Volts, D. C.; and ¼, ½, ½
H. P., 25 or 60 Cycle, 110 and 220 Volts, A. C.

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A complete composing-room machine consisting of the following units:

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FRANK J. REED, General Passenger Agent REPUBLIC BUILDING, CHICAGO

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Strongest gauge in the world. No pin-points, no gluing, no patching. Holds for any weight stock and adjustable by easing nuts. Fastens through a vertical slit quickly cut in top sheet. Saves tympan. \$1.35 est of three, including key and extra tongues.



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Real thing in a GAUGE PIN. Very handy. \$1.20 per doz., 40c. set of three, including extra tongues.



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Peerless Patent Book-Form Cards

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It does not injure the original half-tone. The costliest equipment in use and the best materials handled by electrotypers of unusual skill, enter into the making of *every electrotype and nickeltype* sent out from our foundry.

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Devoted exclusively to promoting the selling end of the retail stationery business

Inland Stationer

120-130 SHERMAN STREET, CHICAGO

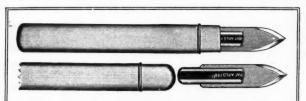
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Pressmen!

Here is the Overlay Knife you have been waiting for.

A handle with a reversible blade-holder. When not in use, blade is slipped into the handle. Can be carried in the vest pocket. Blades finely tempered. When worn down, throw away and insert a new one.

Price, postpaid, with one extra blade, only 35 cents; extra blades, postpaid, 5 cents.

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No educational feature in connection with the printing trades has surpassed the success which has attended this venture. More than 1,100 graduates.

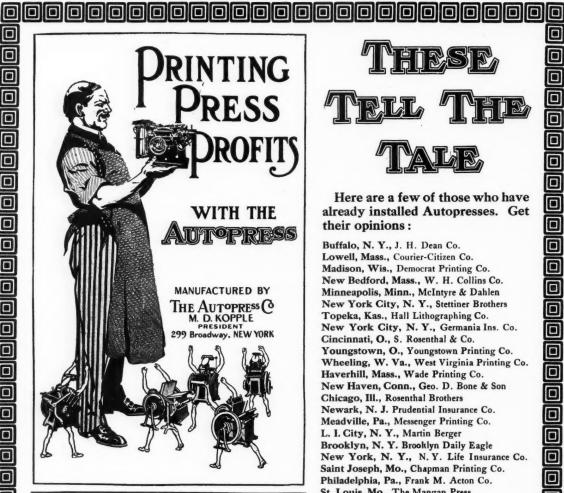
MECHANISM AND FINGERING TAUGHT

and so thoroughly that many experienced operators have taken the course after working with graduates.

The compositor who wants to look in at the money-making end of his trade should send postal for booklet "Machine Composition" and learn all about the course and what students say of it. Manipulation of THE JUNIOR LINOTYPE and THOMPSON TYPECASTER taught without extra charge.

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The AUTOPRESS prints from type forms or flat platesat a general speed of 5,000 impressions per hour. It will automatically feed cardboard up to 140 pounds and paper in sheets generally used in commercial printing, thicker than french folio. The bed is 12% x 17 inches, taking stock in sizes up to 11 x 17, and covering a form 10% x 16¼ inches.

If you do not install an Autopress today, you will later on - after your competitor does. Don't follow-why not lead?

The Autopress may be purchased on terms to suit the convenience of the buyer. No money coming to us unless it accomplishes what we claim for it.

Here are a few of those who have already installed Autopresses. Get their opinions:

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M. D. KOPPLE, President

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The Hunter, Rose Co., Limited, Toronto, Canada

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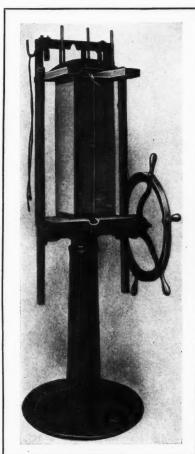
L'Imprimerie Nationale, Paris, France

Whitcombe & Tombs, Limited, Christchurch, New Zealand

Floor Space, 26½ x 20 inches. Height, 61 inches. Base, 20 inches. Platen and bed, 14 x 9 inches. Distance between bed and platen at highest point, 28 inches. Weight, 185 pounds.



Suggestions for separating signatures in removing work from folder.



It requires little space. It can be moved to the work, instead of the old way of carrying the work to the machine. It is quick in action, as it stands in the most natural position for receiving the work when taken from the table and can be loaded in one lift.

The cord is placed in clips and held in position for tying before the work is put into the machine. A slight movement of the hand-wheel allows free and rapid movement of the preser-head in either direction.

The bundler has a backward slant so that the work will not fall forward. The pinions for operating the head work in steel racks and are cut in a solid steel shaft to which the hand-wheel is attached, giving powerful leverage.

It has stood the hardest tests, and is fully guaranteed.

Wynkoop, Hallenbeck, Crawford Co.

NEW YORK.

Replying to your inquiry of the 28th regarding Freeman's "Quick Bundler," would say that we have been using this machine for two years and have just purchased another one. We find it economical both in space and operation

H. C. HALLENBECK, Jr.

International Correspondence Schools

SCRANTON, PA.

In answer to your letter of January 27, inquiring our opinion of Freeman's "Quick Bundler," would state that we think very much of it.

WM. R. BARCLOW.

Tuttle Company

RUTLAND, VT.
We are using the "Quick Bundler"—
a moderate-priced machine—answers
all requirements—very satisfactory
to us.

Trow Directory, Printing & Bookbinding Co.

NEW YORK.

In reply to your letter of the 17th inst., would state that we have two "Quick Bundlers."

They are good upright bundlers and we are very well satisfied with them.

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Saves time, spoilage and room. Increases output. Best method of handling work for gathering by machine or hand.

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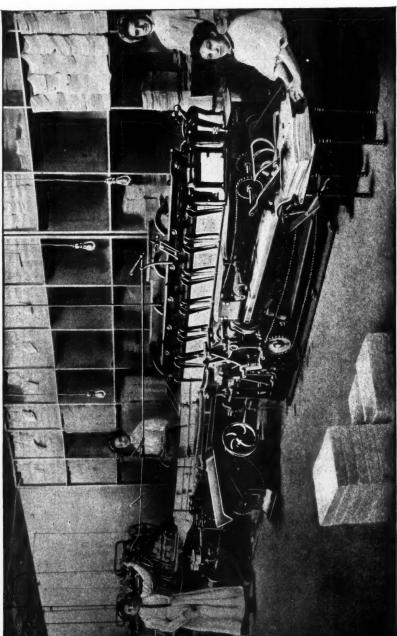
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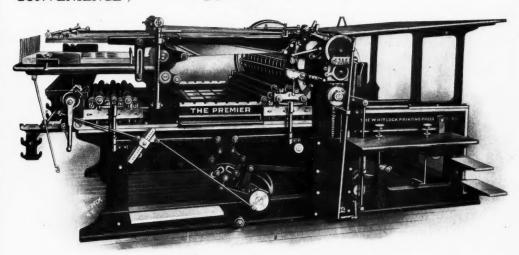
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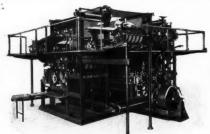
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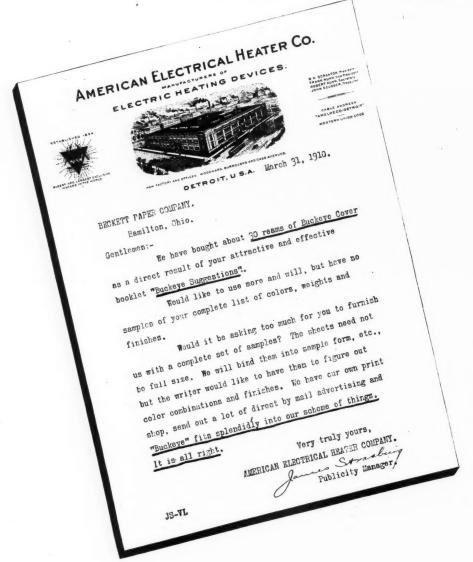
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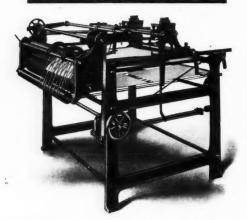
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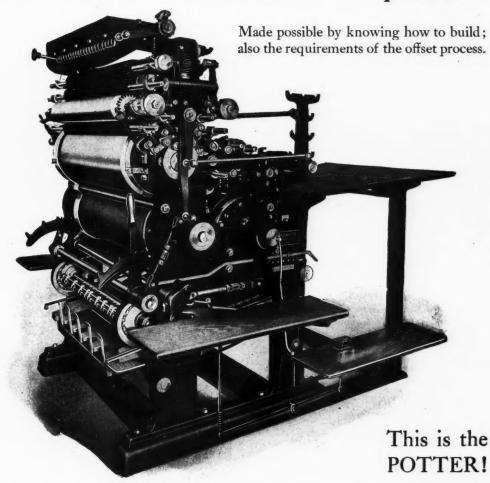
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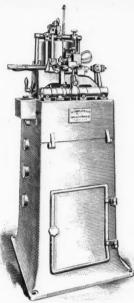
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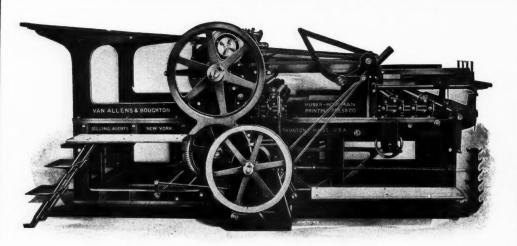
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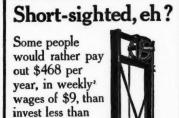
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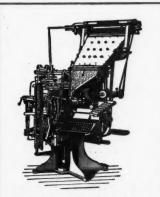
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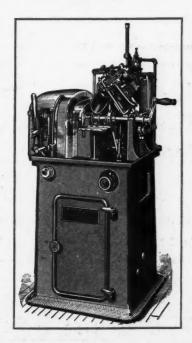
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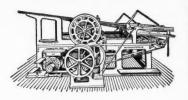
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Langer & Williams
Cahill-Igoe Co Chicago, Ill 1
International Harvester CoChicago. Ill
J. Thomas & Co
M. A. Donohue & Co
The Lewis Pub. Co
Wm. F. Bazner Chicago, Ill 1
Lecoq, Mathorel & BernardParis, France 2 Previously purchased five Miehles.
The Carswell Co Toronto, Ont 1
International Text Book CoScranton, Pa 2 Previously purchased twenty Miehles.
Robert Gair CoBrooklyn, N. Y 1 Previously purchased four Miehles.
Speaker-Hines Ptg. CoDetroit, Mich 1 Previously purchased two Miehles.
Kieckhefer Box Co Milwaukee, Wis 2
C. R. Moore Co
Chas. S. Rogers
Knickerbocker Press New Rochelle, N. Y. 1 Previously purchased four Miehles.
Sullivan-Blakely Ptg. Co
The Thomas Mfg. Co Dayton, Ohio 1
Springfield Ptg. & Bdg. Co Springfield, Mass 1 Previously purchased five Miehles.
International Ptg. Co
Blagg Paper Box & Ptg. Co Huntington, W. Va 1
McKibben & KundertPortland, Ore 1

Augsburg Publishing HouseMinneapolis, Minn 1 Previously purchased three Miehles.
Rand, McNally & Co
Lawton Publishing Co Lawton, Okla 1
W. R. Bean & Co Atlanta, Ga 1 Previously purchased one Miehle.
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Northwestern Nat. Life Ins. Co Minneapolis, Minn 1
L'Echo du Nord Lille, France 1
The Plimpton Press Norwood, Mass 1 Previously purchased seven Miehles.
Sol. Feigin New York city, N. Y. 1
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Daily Courier Charleston, Ill 1
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D. F. Keller & Co
U. S. Indian School Phœnix, Ariz 1
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Truth Publishing Co Elkhart, Ind 1 Previously purchased one Miehle.
L'EvenementQuebec City, Que 1
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